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International Commerce

September 22, 1969

Secretary Stans calls for export action

International Trade Winds Newsletter

Company News

CAR WASH EQUIPMENT—Hanna Enterprises, Portland, Ore., a large manufacturer of automatic carwash equipment has concluded a licensing agreement with Toyoda Tsusho, Japan, for the manufacture and distribution of Hanna's equipment. This is the first such agreement that Hanna has made although foreign distribution centers are located in Brazil, Canada, Mexico and 10 European nations.

COMMUNICATIONS—General Telephone and Electronics International, New York, established a telecommunications marketing operation in Australia. Previously GT&E supplied microwave equipment to the Australian market; it now maintains a local staff providing customer service and assistance in planning communications systems. The offices of the new Telecommunications Division, GT&E Australia Pty. Ltd. are located in Burwood, a Sydney suburb. GT&E with 42 plants throughout the world is a subsidiary of GT&E Corp., New York.

PACKAGING SYSTEMS—Interlake Steel Corp., Chicago, has entered into partnership with P. W. Lenzen, a cold rolled steel company at Letmathe, Germany, expanding the Illinois firm's manufacturing and marketing of packaging systems into Europe. A new production plant will be constructed to produce strapping which will also be sold to Interlake for distribution in Europe. Interlake also produces iron, steel and furniture.

ALUMINA PROCESSING—Ingersoll-Rand Co., Phillipsburg, N.J., has received orders for 75 pumps valued at more than $100,000 for installation in a new 220,000 ton-per-year alumina plant from Jamaica Alumina, Ltd., subsidiary of Revere Copper and Brass, Inc., Jamaica. The pumps will be installed by the contractor and engineer, Walsh-Blount, Singmaster & Breyer of New York. Delivery is scheduled to be completed next January and the plant to open in March 1971, employing about 500, and be the first such plant for Revere in Jamaica. Three similar plants now operate in Jamaica. After the raw alumina is processed, it will be shipped to the Revere aluminum reduction plant under construction on Goose Pond Island near Scottsboro, Ala.

The new director of the Bureau of the Census in Commerce Department is, in a sense, back home in marketing. Dr. George Hay Brown comes to his position from the post of Director of Marketing Research at the Ford Motor Co. Dr. Brown was responsible for development and application of survey research in all areas of Ford's worldwide operations. At Census he will be supervising the gathering and publication of trade statistics that can help U.S. companies shape their international marketing.

New York will be the site Sept. 29-Oct. 3 of the first congress of the International Federation of Forwarding Agents Associations to be held outside Europe. D. I. Heys of Liverpool, FIATA president, has explained that the 700 delegates will be coming to the U.S. to help build U.S. interest in the world organization, which, he says, is facing a period of major changes in its "demanding profession."

Which international industry has the widest horizons? Commerce's Under Secretary Rocco C. Siciliano reported at a travel congress in Tokyo last week that: 1) Pan Am already has upwards of 25,000 reservations for its first flight to the moon; 2) TWA has asked official approval for a route to the moon; 3) Hilton Hotels is talking about a Lunar Hilton; 4) Intercontinental Hotels is telling the public about a possible corporate name change to Interplanet.

The medical training ship S.S. HOPE, now heading for Tunisia on its eighth voyage to bring modern health care to developing nations, will have some ultra modern x-ray and cardiac diagnostic equipment donated by General Electric Medical Systems Department, Milwaukee. More than 1,300 U.S. corporations have given Project Hope about $10 million worth of equipment and supplies since its beginning in 1960. In that time HOPE has trained 5,100 medical and dental people in the lands it visited and treated 129,000 persons.

"Until a few years ago, the United States produced more cars and trucks than the rest of the world combined. In 1968, U.S. production represented only 38% of world output--17.5 million cars, trucks and buses were built outside the United States. This expanding market presents a real challenge to Dana." That's the view from the top at Dana Corp., Toledo, as expressed by J. E. Martin, Dana's board chairman. It helps explain why Dana is aggressive in moving automotive products into world markets.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

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the cover

Leading figures at the 10th Plenary Session of the National Export Expansion Council are shown addressing the business advisory group. Beginning with Secretary of Commerce Maurice H. Stans, they are grouped clockwise around John R. Kimberly, the NEEC Vice-Chairman: K. N. Davis, Jr., Asst. Secy. of Commerce for Domestic and International Business; Carl A. Gerstacker, NEEC Chairman; Jose de Cubas, Chairman of the NEEC Electrical Generating Equipment Committee, and Donald W. Douglas, Jr., Chairman of the NEEC Export Financing Committee. Story is on p. 2.

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EXPORT ADVISORS' MEETING

NEEC gets call to action

Secretary Stans outlines Administration's program to meet $50 billion export goal

Secretary of Commerce Maurice H. Stans placed a call for action before the members of the National Export Expansion Council and told them that restoring a healthy U.S. trade surplus was the "number one problem" being faced by his Department.

"It has priority in our activities above all of the other things that we have undertaken simply because it is of such vital, critical importance to the country," he told the business advisory group at their 10th plenary meeting, the first he has attended.

Dimensions of problem

Secretary Stans sketched the dimensions of the trade problem, noting little room for optimistic forecasts this year or next, and then outlined the Administration's positive steps to assist American businessmen in exporting.

"The fundamental trade policy of the Nixon Administration is expansionist, not protectionist," Secretary Stans told the NEEC members.

"In fact and in word we are committed to the achievement of freer trade between nations, and we are very aggressively seeking the greatest possible expansion of American exports.

"One of the first acts of this Administration was to convene the Cabinet Committee on Export Expansion, which had not met since 1964, and that Committee established the first national export goal in the Nation's history: $50 billion by 1973.

"Beyond the setting of goals we are taking the practical, positive steps necessary to encourage American business to do business abroad.

"We are going to reduce the documentation requirements for exports.

"We are going to restore the American merchant marine as an effective instrument in greater world commerce.

"We are going to improve the ways and means of obtaining more credit for export financing.

"We are considering ways to help American products overcome competitive tax barriers which are being raised against them in countries around the world.

"In Europe and the Far East we have vigorously taken the initiative to bring down the rising non-tariff barriers which threaten to wipe out the advantages gained from the Kennedy Round.

"In every country where it is appropriate to do so, particularly Japan, we are pressing vigorously for the elimination of restrictions—open or covert restrictions—against American imports and American investments.

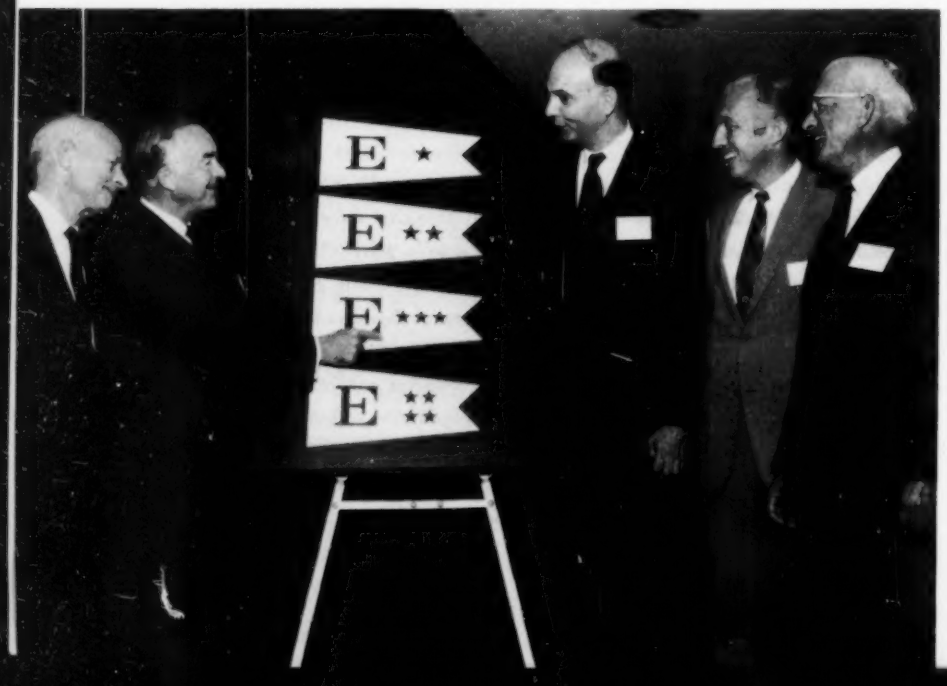
"This determined pursuit of freer trade and more trade can be the most vigorous new element in international commerce in this decade—in the long run perhaps even more significant than the Kennedy Round because we are attacking the whole broad basis of international barriers to trade.

"Even in the case of textiles, where the well-being of a fundamental American industry has led us to seek international agreements on the flow of trade, we have done so on the promise of sharing in the growth of American markets. We have done so on the promise of no cut-backs in foreign jobs, no closings of foreign industries.

"We seek only an orderly flow which will permit our industry and those of other nations to grow and prosper together. This aim does not conflict with our overall longtime goal of freer and more open markets.

"American business must be able profitably to bring its great competitive skills to bear on the markets of the world. This is our goal, this is our commitment, and this is the course we are taking."

NEW STAR ADDITIONS TO EXPORT "E" AWARDS are explained by Secretary of Commerce Maurice H. Stans (second left) to NEEC meeting participants (from left) Chairman Carl A. Gerstacker, Treasury Under Secretary Paul A. Volcker, Assistant Secretary of Commerce for Domestic and International Business K. N. Davis, Jr., and Vice-Chairman John R. Kimberly. The award gives "E" winners the chance for further recognition with a star given for each three years of increased export achievement.



New "E Star" export award

The NEEC meeting was told of the creation of an "E Star" Award to encourage American businessmen to further expand the sale of U.S. products in foreign markets. The new award will be presented to past winners of the President's "E" Award for Exports or Export Service who have gone on to make additional outstanding contributions to the U.S. export expansion effort.

Carl A. Gerstacker, Chairman of the Board of the Dow Chemical Co., Midland, Mich., who is chairman of NEEC, welcomed 37 new members to the 75-

member Council, which advises the Secretary of Commerce on international business policies and programs.

The Council received recommendations from two of its committees for major improvements in U.S. export financing.

The report of the Action Committee on Export Financing, presented by Committee Chairman Donald W. Douglas, Jr., Vice President of McDonnell Douglas Corp., St. Louis, said that "basic structural changes" in the U.S. export financing system are needed to restore a substantial U.S. trade surplus.

Projected export growth by 1973 will require substantially increased commercial export financing—beyond the capacity of the present financing system—the report said.

Generator unit reports

A similar analysis was made by the Committee on Electrical Generating Equipment and Switch Gear, the first of several NEEC committees organized to zero in on the export prospects of particular industries. That report, presented by Committee Chairman Jose de Cubas, President of Westinghouse Electrical International Co., New York, warned that "there is every prospect" for losing the large potential electrical equipment market without improved export financing for plant equipment and fuel.

The Action Committee on Export Financing recommended action to revitalize the U.S. export credit system:

► A new and effective facility to discount short-, medium- and long-term paper that would be fast and automatic and could provide low-interest rate incentives to exporters, banks and foreign buyers.

► Substantially increased resources and exemption from budgetary limitations for the Export-Import Bank.

► Immediate exemption of export paper from the Federal Reserve Voluntary Credit Restraint Program.

► Urgent attention to the special problems of important exporting industries, including electric power plants, commercial aircraft, engineering services and export management.

The Committee on Electrical Generating Equipment and Switch Gear said high technology products, such as nuclear power plants and systems, represent the most promising market, estimated at $5 billion between now and 1975. But it also stated that manufacturers of power generating and distribution equipment should continue efforts to sell conventional products, particularly in the developing countries.

In addition to improved export financing, the Committee recommended these other U.S. Government actions to stimulate electrical equipment exports:

► Assistance in assuring the availability of enriched uranium, necessary if U.S.-manufactured nuclear power generating equipment is to be in demand.

► Tax incentives to assist in financing large outlays for capital equipment, research and export development and to offset the risks of large amounts of export credits extended by suppliers.

Agencies represented

Representatives of the principal agencies participating in the Cabinet Committee on Export Expansion attended the NEEC meeting for the first time, as did representatives of the Bankers Association for Foreign Trade.

Gerstacker announced the appointment of two new NEEC sub-committee chairmen; Melvin C. Holm, Chairman of Carrier Corp., Syracuse, N.Y., as chairman of the Tax Committee; and William A. Muriale, Vice President of Bank of America, San Francisco, as chairman of the Transportation Committee.

During the meeting, the council reviewed and discussed two-year export promotion plans and programs developed by the 42 Regional Export Expansion Councils. These Regional Councils carry out export promotion activities at the local level in cooperation with the Commerce Departments 42 Field Offices.

The new "E Star" is part of President Nixon's program to step up U.S. exports materially. The "E Star" is designed both to stimulate American businessmen to boost their profits through increased exports and to help improve the Nation's balance of payments and balance of trade by achieving the Nation's goal of $50

BANKERS' SPOKESMAN was Gilbert H. Vorhoff of Hibernia National Bank, New Orleans, representing the Bankers Association for Foreign Trade.

FORMER SECRETARY OF COMMERCE Alexander B. Trowbridge (above) is a NEEC member as President of the American Management Association. Small firms in exporting had a spokesman in Frank M. Cruger of the non-governmental National Small Business Association (below).

FROM THE SOUTHWEST came K. S. Adams, Chairman Emeritus of the Phillips Petroleum Co., Bartlesville, Okla., shown addressing the group.

RESPONSE FROM AN INTENT AUDIENCE was a feature of NEEC 10th Plenary Session, which heard Secretary Stans outline U.S. trade promotion program.

billion in annual exports by 1973.

"E" Awards are made to U.S. manufacturers for substantially increasing exports over a sustained period; breakthroughs in highly competitive markets; introducing new products to U.S. export trade, and opening new overseas markets for American products.

Those outside manufacturing—export firms, banks, chambers of commerce and other organizations—receive an "E" Certificate for Export Service by demonstrating novel and successful solutions to such problems of export trade as financing, transportation and marketing, and for important contributions to market promotion programs.

To date, 890 "E" Awards have been presented to U.S. companies and organizations in 44 States, the District of Columbia, and Puerto Rico.

Criteria for "E Star" Awards are basically the same as for "E" Awards. The period of consideration will cover the most recent three years of operations, not overlapping the period recognized by the "E" Award. The level of performance for "E Star" Awards must exceed prior achievements in exports or export service.

Members of the National Export Expansion Council are: Carl A. Gerstacker, Chairman of the Board, The Dow Chemical Co., Midland, Mich. Chairman; John R. Kimberly, Chairman of the Board, Kimberly-Clark Corp., Neenah, Wis., Vice Chairman; K. S. Adams, Chairman Emeritus, Phillips Petroleum Co., Bartlesville, Okla.; Willis W. Alexander, President, American Bankers Association, c/o Trenton Trust Co., Trenton, Mo.; Ray R. Brimble, President, Brimble Brothers Lumber Co., Houston.

John E. Carroll, President, American Hoist & Derrick Co., St. Paul; R. Leslie Cizek, Jr., Vice President, Parker & Company of Florida, Coral Gables, Fla.; Lee Collins, President, Collins Microflat Co., Hawthorne, Calif.; John T. Connor, Chairman of the Board, Allied Chemical Corp., New York; Frank M. Cruger, Trustee, National Small Business Association, Washington.

Jose L. de Cubas, President, Westinghouse Electric International, New York; Hector R. Dominguez, Vice President, First National Bank, St. Louis; Donald W. Douglas, Jr., Vice President, McDonnell Douglas Corp., St. Louis; William P. Drake, Chairman, Pennwalt Corp., Philadelphia; Richard W. Ems, District Sales Manager, Pan American World Airways, Portland, Ore.

J. Robert Fluor, Chairman of the Board, Fluor Corp., Los Angeles; Fred C. Foy, Chairman of the Board, Koppers Co., Pittsburgh; John M. Fraser, Jr., Vice President, Rhode Island Hospital Trust Co., Providence, R.I.; James M. Gavin, Chairman, Arthur D. Little, Inc., Cambridge, Mass.; Dimitri B. Georgiadis, President, Plough International, Memphis.

Thomas J. Gibson, Export Manager, Gates Export Corp., Denver; Roger H. Gilman, President, American Association of Port Authorities, Washington; Austin J. Gould, Vice President, Eastman Kodak Co., Rochester, N.Y.; A. R. Gould, President, Honolulu Iron Works Co., Honolulu; Alfred M. Granum, President, A. M. Granum Co., Albuquerque, N.M.

Werner P. Gullander, President, National Association of Manufacturers, New York; Robert V. Hansberger, President, Boise-Cascade, Boise, Idaho; Frederick Heldring, Senior Vice President, Philadelphia National Bank, Philadelphia; Manuel T. Hidalgo, President, Condado Insurance Agency, Santurce, Puerto Rico; Henry S. Holland III, President, Cardwell Machine Co., Richmond.

Melvin C. Holm, President, Carrier Corp., Syracuse, N.Y.; William L. Hopkins, Jr., President, Natrochem, Inc., Sa-

FROM UPPER MIDWEST came John E. Carroll, President, American Hoist & Derrick Co., St. Paul.

vannah, Ga.; Osmond A. Jackson, Federation of Rocky Mountain States, Denver; Bernard H. Jacobson, FMC Corp., Charleston, W. Va.; Ray G. Johnston, Vice President, Central National Bank & Trust Co., Des Moines, Iowa.

Jenkin Lloyd Jones, President, U.S. Chamber of Commerce, Washington; James R. Kennedy, Vice Chairman of the Board, Celanese Corp., New York; Eugene F. Kindler, Vice President, International Division, 3 M Co., St. Paul; Kenneth P. Kinney, President, Bankers Association for Foreign Trade, Chicago; J. Edgar Kirk, Vice President, North Carolina National Bank, Raleigh, N.C.; L. Evert Landon, Chairman, Nally's Fine Foods, Division of W. R. Grace & Co., Tacoma, Wash.

Theodore F. Lange, Vice President, First National Bank of Fort Worth; F. E. Leib, Vice President, Copperweld Steel Co., Pittsburgh; Edward B. Leisenring, Jr., President, Penn Virginia Corp., Philadelphia; Charles E. Lord, President, Hartford National Bank & Trust Co., Hartford; G. Doane McCarthy, Jr., President, American Institute of Marine Underwriters, New York.

George Meany, President, AFL-CIO, Washington; Thomas H. Miner, President, Thomas H. Miner & Associates, Chicago; William A. Muriale, Vice President, Bank of America, San Francisco; Robert D. Murphy, Chairman of the Board, Corning Glass International, New York; Robert J. Murphy, Vice President, Boeing Co., Washington.

Robert M. Norris, President, National Foreign Trade Council, New York; Dr. Harry B. Osborn, Jr., Vice President, Tocco Division, Park-Ohio Industries, Cleveland; Howard L. Phillips, Vice President, International Division, Nordberg Manufacturing Co., Milwaukee; Edward D. Rollert, Executive Vice President, General Motors Corp., Detroit; Nicolas M. Salgo, Chairman of the Board, Bangor Punta Corp., New York.

Frank J. Sander, Industrial Products Manager, Ideas, Inc., Laramie, Wyo.; Berne A. Schepman, President, Envirotech, Salt Lake City; David C. Scott, Chairman and President, Allis-Chalmers, Milwaukee; Lee R. Seifert, Senior Vice President, First National Bank of Mobile; N. M. Sewell, Export Manager, Correct Craft, Inc., Orlando, Fla.

Kenneth A. Sheppard, Consulting Engineer, Anchorage, Alaska; Charles B. Shuman, President, American Farm Bureau Federation, Chicago; Spyros S. Skouras, Liner Council Chairman, American Institute of Merchant Shipping, Washington; Kenneth M. Spang, Vice President, Overseas Division, First National City Bank, New York; Henry F. Stevens, Credit Manager, Export-Import Division, Chrysler Corp., Detroit.

Victor C. Studley, Vice President, International Department, Commerce & Trust Co., Kansas City; Alexander B. Trowbridge, President, American Management Association, New York; Thomas J. Tully, President, International Marketing & Consulting Corp., Cincinnati; Dwight Vande Vate, Vice President, Lincoln Rochester Trust Co., Rochester, N.Y.; Gilbert H. Vorhoff, Vice President, International Division, Hibernia National Bank, New Orleans.

Walter C. Wattles, President, Parker and Co. of Georgia, Atlanta; Dr. Robert C. Weems, Jr., Dean, College of Business Administration, University of Nevada, Reno; George H. Weyerhaeuser, President, Weyerhaeuser Co., Tacoma, Wash.; John M. Will, Chairman of the Board, American Export Isbrandtsen Lines, New York.

SEVERAL FEDERAL AGENCIES SENT REPRESENTATIVES to the NEEC meeting. At left is Bert M. Tollefson, Assistant Administrator of the Agency for International Development; second from right is Henry Kearns, President of the Export-Import Bank of the United States. Second from left is K. N. Davis, Jr., Assistant Secretary of Commerce for Domestic and International Business; at right is Robert McLellan, Deputy Assistant Secretary of Commerce for Business Development.

A FORMER NEEC CHAIRMAN responding from the floor was Fred C. Foy, Chairman of the Board, Koppers Co., Pittsburgh.

PACIFIC COAST MEMBER is William A. Muriale of the Bank of America, San Francisco, new chairman of the NEEC Transportation Committee.

Secretary Stans sets three-way streamlining in export paperwork, documentary filing procedures

Declaration minimum in general-license shipments lifted to $250; other changes permit combined declarations, easier clearance

Secretary of Commerce Maurice H. Stans has announced that the Commerce Department will sharply cut the paperwork required and the delays involved in a significant share of U.S. export shipments.

"We offer three changes that can greatly simplify the export documentation process and bring substantial benefits to business and Government alike in terms of time, money and efficiency," the Secretary said.

"We framed them to meet the businessman's expressed need for more streamlined export procedures, and Government's own urgent need to increase exports to improve our balance of payments position.

"Whether we meet these needs depends now on the cooperation of exporters, the shippers and the carriers."

Chief steps outlined

Secretary Stans said that:

1. Effective Oct. 1, exporters will not be required to file shipper's export declarations for general-license shipments to Free World countries when the shipments are valued at $100 through $250. At present, export declarations are not required for such shipments to Free World countries when the shipments are valued at less than $100. This change alone could eliminate 1½ million documents a year, or almost 20% of the total now required. At the same time, it would affect statistically only about 1% of the dollar value of U.S. exports.

General license shipments are those not requiring a validated export license from the Department's Office of Export Control.

2. Effective Nov. 1 high volume exporters meeting requirements established by the Office of Export Control and Bureau of the Census have the option of filing monthly export declarations instead of a declaration for each export shipment to Free World countries of goods under Department of Commerce jurisdiction. Reports may be filed in specified written summary form or provided appropriately on computer tape or punched cards that are compatible with systems used by the Bureau of the Census.

This change will reduce paperwork on export shipments as the number of qualified exporters availing themselves of this option increases.

3. Under a proposed rule change, exporters no longer will be required to submit export declarations to the Bureau of Customs for authentication before loading merchandise moving under Department of Commerce general licenses to Free World countries by air or sea. Instead, they may submit the documents directly to carriers that agree to review the declarations for acceptability before loading and to forward them subsequently to Customs.

This proposed change could affect between 85 and 90% of all declarations covering shipments to foreign countries other than Canada, which already is exempt from the pre-authorization rule. The effect could be to reduce the expense of documentation processing and runner time, reduce storage and demurrage costs caused by delays in paperwork, and speed export shipments.

This change is being announced as a rule-making proposal on which the public may comment to the Department during the next 30 days, but which would become effective as soon as possible after review of any comment received in the 30-day period.

Reflect continuing effort

Secretary Stans said, "These changes are the result of our continuing effort, in cooperation with industry and other Government agencies to streamline export procedures that in some instances have their origins back in the 19th Century. While further improvement in documentation required by the Government is needed, most of the documents for export transactions stem from commercial practices that only industry can change."

The Department of Commerce does not have available the necessary information to estimate the full dollar savings the new procedures will achieve for U.S. exporters, However, recent testimony by an industry spokesman before a Senate Subcommittee estimated the annual costs to American exporters to be $100 million for filling out, filing, and processing the Shipper's Export Declaration. Based upon this and other estimates, the new procedures should lead to very substantial savings for U.S. exporters.

Details of all above procedural changes will appear shortly in the Federal Register.

"Streamlining export paperwork continues to be a great challenge to industry and Government alike," Secretary Stans said. "We have made progress. These new procedural changes represent another step forward. But much remains to be done.

"Both Government and industry must continue to work as partners in this endeavor in order to realize its potential benefits. Success in this program is important to achievement of our export goals."

U.S. signs new consular convention with Belgium

A new consular convention between the United States and Belgium was signed on Sept. 2 by Secretary of State William P. Rogers and the Belgian Ambassador to the U.S., Baron Louis Scheyven.

The convention will replace the consular convention of Mar. 9, 1880, now in force between the two countries, and will modernize the treaty relations between the two countries in this field. In general, the new convention follows the pattern of more recent consular conventions concluded by the United States with other countries dealing with the functions, privileges, and immunities of consular establishments. Its provisions reflect to some extent provisions in the multilateral consular convention signed at Vienna on Apr. 24, 1963, now under consideration in the Senate.

Two exchanges of notes implementing and interpreting certain provisions of the consular convention were also signed.

The convention provides that it will enter into force the 30th day after the date of the exchange of instruments of ratification.

The convention, with the related notes, was due to be sent next to the Senate.

Robert J. Dixson to lead National Foreign Trade Council

Succeeds E. S. Hoglund; active in world trade 20 years

Robert J. Dixson, vice chairman, Johnson & Johnson International, and a member of the company's executive committee, has been elected chairman of the National Foreign Trade Council. He succeeds E. S. Hoglund, who is retiring after more than six years at the post. Before his election in 1963, Hoglund was a vice president of General Motors and group executive in charge of G.M.'s Canadian and overseas operations. Dixson, the eighth council chairman since the non-profit organization was formed in 1914, has been a director since 1957.

DIXSON

Dixson has been active in international business for the past 20 years. He is chairman of the NFTC's International Trade and Investment Policy Committee; was chairman, Declaration Committee of the National Foreign Trade Convention, 1962-66; and a former member of the Export-Import Bank's Advisory Committee. Dixson graduated from St. Johns University School of Law in 1929 and was a member of its faculty for 12 years prior to joining Johnson & Johnson in 1942 as an assistant general counsel.

ONE OF 81 TRACTORS SENT TO INDIA FROM CHICAGO is hoisted aboard a flag ship from India at Lake Calumet Harbor. The 575 ton shipment is the largest of Caterpillar tractors loaded aboard a single vessel in Chicago. Caterpillar is shipping an additional 74 tractors also purchased by the Indian Government for use in that country's expanding land development and agricultural programs.

Soviet Middle East trade role subject of Institute meeting

The Soviet Union's role in the trade and politics of the Middle East will be reviewed at the 23rd annual conference of the Middle East Institute Oct. 10-11 in Washington.

The conference, which will be held at Georgetown University, will deal with: Soviet interests in the area; The Soviet positions on the area's different disputes; and the Soviet Union in a changing Middle East. Simultaneous panel discussions will cover the USSR and North Africa, the USSR and the Arab East, and the USSR, Turkey and Iran.

Dinner session speaker will be Joseph J. Sisco, Assistant Secretary of State for Near Eastern and South Asian Affairs.

Representing the business community on the speaker's list is George T. Ballou of the Standard Oil Corp. of California, who will take part in the panel discussion on the USSR and the Arab East.

Registration fee is $7.50 for Institute members, $20 for non-members. **Write:** Middle East Institute, 1761 N St., NW., Washington, D.C. 20036.

AMA seminars to examine world accounting practices

International accounting problems and the handling of minimum distributions under the 1962 Revenue Act will be examined in separate seminars by the American Management Association next month in New York City.

In the international accounting problems seminar speakers will cover a range of areas from ways of establishing a corporate consolidation policy to the need for standardization of accounting principles and practices. The meeting at the Barbizon-Plaza Hotel is Oct. 20-22.

Workshop sessions at AMA headquarters will examine the handling of minimum distributions under the 1962 Revenue Act Oct. 6-8. This meeting is designed principally for managers and assistant managers of international tax and credit. **Write:** The American Management Association, Inc., The American Management Association Bldg., 135 West 50th St., New York, N.Y. 10020.

Japan's 'administrative guidance' system seen major trade barrier

Commerce Department official asks for end to practice he calls more restrictive than quotas; notes benefits in 'fair dealing'

Japan was asked to drop restrictive practices in international trade by a U.S. Department of Commerce official who participated in a San Francisco Japan Week symposium on U.S.-Japan relations.

Among such practices, the Japanese system of "Gyosei Shido," or "administrative guidance," came in for pointed criticism from K. N. Davis, Jr., Assistant Secretary of Commerce for Domestic and International Business.

Davis quoted from an investment report distributed by a Japanese securities company. The report recommends investment in a major Japanese company producing electrical generating equipment. In explaining why this company can compete effectively with U.S. manufacturers, the report states: "It is the policy of the Ministry of International Trade and Industry (MITI) to permit the first model (of a given generating capacity) to be imported, but guides utilities to permit second models to be manufactured by Japanese companies. . . . It is true that several U.S. companies are ahead of the Japanese manufacturers in technological capabilities, but we must point out that the Japanese companies are obliged to become licensees of U.S. companies. . . . The Japanese utilities industry does not want to assume any risks in relation to ordering a 'first model' from a Japanese manufacturer. Instead, it orders from a U.S. company which has already built a model. The industry then permits Japanese manufacturers to build according to the specifications of the U.S. company."

Hinders U.S. export growth

Davis commented that this kind of practice goes far beyond the usual concept of quota restrictions or other nontariff barriers, and concluded: "Probably more than anything else, administrative guidance is limiting the potential for growth in U.S. exports to Japan."

Davis continued: "The electrical generating machinery example is indicative of how fundamentally different has been the Japanese approach to business from what we are accustomed to here in the U.S. However, we must be realistic in our expectations and hopes for changes in those long-standing practices."

He then said: "The whole free enterprise system has been found to work best when businessmen deal fairly with one another. Meaningful changes will occur in Japan only when its businessmen find it advantageous to themselves to accept change. They will learn that American businessmen generally offer their latest and best products and their best service to their best customers first."

Davis pointed out that last year the U.S. took almost a third of Japan's exports, including about three-fourths of all its exports of television receivers, plywood, and woven wool products and more than half of such products as footwear, pottery, radios, sound recorders, toys, sporting goods, clothing, and various steel items. Not much below the one-half mark, he said, were such items as automobiles, motorcycles, sewing machines, cutlery, and ball bearings. He also noted that last year Japan's exports to the U.S. grew by an astonishing 35%.

Meanwhile, Davis said, the United States' leading exports to Japan last year included logs and lumber, soybeans, coal and coke, corn, wheat, cotton, grain sorghums and iron and steel scrap. The U.S. also sold sizable amounts of aircraft and some kinds of machinery.

U.S. has selling job

He observed: "We have notably not done well with consumer products in spite of the attractiveness of our styling, design, and quality. The U.S. has a real selling job to do to reach the Japanese consumer, who is influenced by long tradition to be reticent in adopting new products, particularly those from the Western World. It is perhaps not too surprising that we are only just beginning to see a more favorable consumer market climate developing.

"Of greater concern is the United States' inability to maintain a good growth in the sales of some of its industrial goods. With our strong capability in advanced industrial technology, and with Japan's booming economic expansion, it would seem reasonable to expect good business in Japan for such U.S. industrial products. It is in this area that we hear most of the complaints regarding Japan's restrictive practices."

The Commerce Department official noted: "I believe that in the long run, Japan will find that it will want to be a best customer as well as a valued supplier of the U.S. and will find it advantageous to discontinue those practices which can be labeled 'unfair' in the business world.

"There are a few encouraging signs. However, high ranking Japanese government officials themselves have been pointing out how difficult it is to carry out liberalization in Japan because of serious internal obstacles. They appear to be telling us that we can only evolve toward freer two-way trade slowly.

"If this is true, it would seem that Japan cannot expect to receive a very sympathetic hearing when it asks for greater access to the markets of others. Very frankly, Japan today is in no position, in fairness, to object to the trade and investment practices of the United States."

Buffalo holds third seminar on international marketing

Government and industry speakers will discuss the fundamentals of international business during the Third Annual International Marketing and Management Seminar to be held at State University College, Buffalo, Sept. 29-Nov. 24.

The speakers include Robert F. Magee, Director, U.S. Department of Commerce, Buffalo Field Office, and Frederick L. Brooks, Special Assistant to the Director, Office of Export Control, Department of Commerce, Washington. Betty J. Karnes, Trade Specialist, Commerce's Buffalo Field Office, will be a panelist.

The nine consecutive Monday evening sessions will examine organizing for export operations; export transactions; documentation; financing export shipments; the role of the banks and other credit media in export trade; selling and marketing services; and Western New York's role in world business. Sponsors for the event are the U.S. Department of Commerce, Buffalo Area Chamber of Commerce, Buffalo World Trade Association, and State of New York Department of Commerce. Cooperating with the sponsors are the Small Business Administration and the Western New York Regional Export Expansion Council.

Write: Edward T. Brick, Buffalo Area Chamber of Commerce, 238 Main St., Buffalo, N.Y. 14202.

Virginia mission in Germany seeks investors there

Trade development professionals to visit six major industrial cities

Virginia industrial development businessmen and State officials left this week on an Industry-organized Government-approved (IOGA) trade mission seeking German investment for operations throughout the Old Dominion.

This is the first IOGA mission organized by the State. However, in the spring of 1967 a business travel group went to Europe and a Regional Export Expansion Council Mission went to Australia during the fall of 1968. There were also three Virginians on the Pan American World Airways mission to Australia in the spring of 1968. For details see INTERNATIONAL COMMERCE, May 27, 1968, page 2.

The group, formed by Virginia's Division of Industrial Development, begins its business tour in Frankfurt Sept. 22 and after spending several days each in Duesseldorf, Hamburg, Berlin and Stuttgart calling on these major industrial centers, will end its mission in Munich Oct. 11.

The program, called an Industrial Development Mission, differs in concept from the mission that goes out primarily to sell American exports. Specifically, this mission is seeking German investment in Virginia for operations such as manufacturing, distribution, sales and service facilities.

J. Frank Alspaugh, Director, Virginia Division of Industrial Development, will lead the group made up of representatives from industrial development organizations, utilities and railroads. The 12 representatives will be divided into six teams to make personal presentations to over 200 German industrialists. Other State officials on the trip will be Fred G. Kessener, Director of the Division's International Trade and Development Department, and Denis E. Rufin, European Director of the International Trade and Development Department which recently opened offices in Brussels.

In addition to the State executives, the party will include: Challen E. Caskie, Southern Railway System; James W. Fesmire, Bristol-Virginia-Tennessee Industrial Commission; James B. Gregory, Seaboard Coast Line Railroad Co.; Russell G. Hanson, Fairfax County Industrial Development Authority; Charles E. Hunter, Jr., Norfolk and Western Railway Co.; James E. Jones, Appalachian Power Co.; E. J. King Meehan, Peninsula Industrial Committee; J. Randolph Perrow, Virginia Electric and Power Co.; and William C. Rigsby, Virginia State Chamber of Commerce.

State officials said West Germany had been selected for the mission because of the many markets existing in America for German products. They indicated that the country's sound economy, its favorable balance of payments, and the current assistance being offered by the West German Government to finance German operations in the U.S. also influenced the decision.

Virginia's 21st world trade meeting set for Richmond

The 21st Annual Virginia Conference on World Trade will be held in Richmond Oct. 22-24. Guest speakers and panel moderators include Robert McLellan, Deputy Assistant Secretary for Business Development, U.S. Department of Commerce, and E. E. Schnellbacher, Assistant Director, Commerce's Bureau of International Commerce.

Theme for this year's conference is "Profits Through International Trade." Panel sessions will include coverage of why to export, how to export, exporting success stories and Virginia's future in world trade.

Location of the conference will be the Hotel John Marshall. The Virginia State Chamber of Commerce and numerous organizations are sponsoring the event. **Write:** Virginia State Chamber of Commerce, 611 East Franklin Street, Richmond, Virginia 23219.

Michigan industrial group on mission to Eastern Europe

State's Department of Commerce sponsoring trip to four nations

Six Michigan firms representing products ranging from computers and advanced accounting systems, laboratory testing equipment, road machinery and concrete block-making equipment will be departing this week in a trade mission to Eastern Europe.

The Michigan Department of Commerce is sponsoring the mission. The itinerary is as follows: Sept. 27-Oct. 2, Moscow; Oct. 3-Oct. 7, Warsaw; Oct. 8-Oct. 12, Budapest; Oct. 13-Oct. 15, Bucharest; Oct. 16, London, and Oct. 17, returning to Detroit.

Robert H. Letzing, Trade Development Officer, Michigan Department of Commerce, will serve as mission coordinator doing the advance work and traveling with the group. Richard E. Whitmer, Director, Michigan Department of Commerce, will serve as official leader of the mission.

The industry representatives are: George A. Jackoboice, President, Monarch Road Machinery Co., Grand Rapids; Alexander Valchuk, Manager, International Marketing, Durametallic Corp., Kalamazoo; Howard J. Schmitt, Executive Vice-President, Laboratory Equipment Corp., St. Joseph; Richard M. Allen, Assistant Director, Continental Motors Corp., Detroit; Louis Arias, Manager, Besser Overseas Corp., Alpena; Henry J. Pacini, Manager, Burroughs Corp., Detroit.

Also included is Klaus Dierks, European Representative, Burroughs Corp., Freiburg, Switzerland.

Eximbank credit in Brazil will buy railway equipment

The Export-Import Bank of the United States has announced the authorization of a $5,938,000 credit to Rede Ferroviaria Federal, S.A. of Brazil, to help finance U.S. purchases of components for 80 diesel locomotives and related equipment, spare parts and services required for a part of the modernization program of the government-owned railway system. Total cost of the locomotives and related equipment and services is $20 million.

U.S. purchases are expected to total some $9.5 million. The General Electric Company, supplier of the U.S. equipment, will participate in Eximbank's loan to the extent of 10%, or $593,000. A syndicate of U.S. commercial banks led by Morgan Guaranty Trust Co. consisting of Bank of America, Irving Trust Co. and First Chicago International Banking Corp., will finance the balance of U.S. costs of $3,562,000 and local costs equivalent to $10.5 million. The U.S. and Brazilian components for the locomotives will be assembled in Brazil by General Electric.

Rede was established by the Brazilian Government in 1957 to improve the condition of the railways and it now owns and operates 13 companies which account for the bulk of rail traffic in the country.

Pakprint '70 open to U.S. companies

The Royal Agricultural Society's Showground will be the site of Pakprint '70, an international packaging and printing exhibition scheduled in Sydney, Australia next May 11-15.

The exhibition is sponsored by the Printing and Allied Trades' Employers' Federation and the National Packaging Association with the support of 16 other Australian industrial associations.

Printing product categories include presses ranging from high speed rotary units to small offset models, tools, inks, papers, and plant development. Packaging items will cover all varieties of materials from glass, metal and wood to paper and plastic; the mechanical packaging equipment exhibit will be composed of cleaning, closing, counting, crating, dispensing, filling, labeling, loading, marking and sealing machines and related equipment.

Five pavilions have been leased to house the exhibits.

Application deadline for this show which will be one of the largest in Australia and Asia, is Feb. 1, 1970.

Write: Industrial Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Hy., N. Sydney, N.S.W., Australia 2060.

International oceanology fair will be held in Duesseldorf with technical congress

The first Inter-Ocean '70, an international oceanology exhibition will be held in Duesseldorf in conjunction with an international oceanographic congress which is meeting Nov. 10-15, 1970.

This trade fair is held under the sponsorship of the German Federal Science Minister and will feature equipment and techniques for use in oceanology research and development.

The accompanying congress will include papers and discussions analyzing the present state of oceanology, the future for economic exploitation of the seas, cooperation between science and industry, industrial oceanology investments, exploration of nutritional reserves and minerai properties of the seas, purification of water, protection of coasts and beaches and technical development of systems and equipment.

Write: Duesseldorf GmbH., NOWEA, 4 Duesseldorf 10, Postfach 10203.

Australian fair organizer announces format changes affecting two exhibitions

A change in format for two Australian fairs has been announced by the organizer, General Exhibitions, Fairs and Conventions of Melbourne. The changes affect the Second International Mining, Construction and Materials Handling Show and the Sixth International Engineering Exhibition.

Held simultaneously this Aug. 4-9, the events will occur separately in 1971 to allow for adequate expansion. The engineering exhibition is slated for Aug. 2-7, and the mining, construction and materials handling show is scheduled from Sept. 27-Oct. 2.

The location of both events will remain at the Melbourne Exhibition Buildings.

Write: General Exhibitions, Fair and Conventions Pty. Ltd., 392 St. Kilda Rd., Melbourne, Australia.

Amendments announced for Finnish fair list

Three changes and one additional fair for Finland have been announced. These changes have been made since the semi-annual listing of international trade fairs was published in INTERNATIONAL COMMERCE, June 30.

One change was made for a Helsinki fair. From Sept. 17-27, 1970, the Helsinki International Trade Fair will be held; contact the Finnish Fair Corp., Helsinki 25.

The dates for two Turku fairs have been altered: The Sea is Calling, an exhibition of boating and navigational equipment is now scheduled for Apr. 4-12, 1970, and the Turku Fair, a general industries fair, is set for Aug. 6-15, 1971. Farma, an international agricultural exhibition which will be staged at Artukainen near Turku next July 24-Aug. 2, 1970, is a new fair to the previously published listing.

To contact fair authorities for further information on the three Turku events, write to the Turku Fair Corp., Puolalankatu 1, Turku, Finland.

Eximbank aids Mexican exhibit

To aid in the sale of U.S. goods and services at the U.S. Department of Commerce Solo Trade Exhibit now in progress through Sept. 26 in Mexico City, the Export-Import Bank has announced the authorization of a $3 million credit in favor of four Mexican lending institutions.

Financiera Banamex, S.A., Financiera Bancomer, S.A., Cia General de Aceptaciones, S.A. and Financiera Comermex, S.A. will relend the proceeds of the credit to small and medium-sized Mexican enterprises to finance 90% of the contract price of individual items of machine tools, numerical control equipment, and related spare parts and services, all of United States manufacture or origin. The remaining 10% will be paid in cash.

Eximbank's $3 million credit is to be repaid in 10 semi-annual installments beginning in late August 1970, with interest on outstanding balances at an annual rate of 6%.

The present market for machine tools in Mexico is estimated at approximately $40 million. The Commerce Department considers Mexico an important potential market for U.S. machine tools and it is expected that some $7 to $10 million in sales will result from contacts and sales leads obtained at the exhibit which opened Sept. 18. An estimated 54 U.S. firms will be represented and will feature more sophisticated machinery than has been shown at any earlier fair.

R. Alex McCullough, a member of the Board of Directors of Eximbank took part in official opening ceremonies. To provide service to U.S. exporters and their customers, Edward J. O'Connor, Development Officer, and Richard D. Crafton and D. W. Shepard, loan officers at Eximbank will be present to discuss details of credit and financing of specific transactions. Paul T. Haskell, Vice President, will represent the Foreign Credit Insurance Association and a representative of the First National City Bank of New York will be present to discuss details of financing.

Gas turbine show, meeting scheduled

The 15th Annual International Gas Turbine Conference and Products Show is scheduled for May 24-28, 1970 in Brussels. The Gas Turbine Division of The American Society of Mechanical Engineers with the cooperation of the Royal Belgium Society of Industrial Engineers is sponsoring the event.

Products for gas turbines in aircraft, marine and land vehicles, and for utility, pipeline and industrial uses will be displayed. During the 40 technical sessions, approximately 150 papers will be presented on gas turbine technology. Some of the topics will include fuels and combustion, controls, heat transfer, turbomachinery technology and current research.

The first conference was staged in 1956 in Washington, D.C. with 30 booths and a few papers; this March, 3000 visitors attended the Cleveland conference and product show which drew 125 manufacturers and more than 100 papers were read.

Visits to plants near Brussels will be organized during the fair and a ladies program is arranged for ladies accompanying their husbands.

Write: R. Tom Sawyer, P.O. Box 188, Hohokus, N.J. 07423.

CETIA invites U.S. firms, speakers to 1970 event

Fair authorities of CETIA, the second Control, Electronics, Telecommunications, Instrumentation and Automation Exhibition planned for Melbourne, Australia, are extending an invitation to qualified U.S. speakers to participate in the February 22-27 exhibition's technical conference and symposium.

The broad application of electronics for instrumentation, or intrinsic safety, fluidics, education and training as applied to the fields covered by CETIA will be the area for discussion.

U.S. manufacturers of equipment related to CETIA are also able to participate in the fair through Australian representatives or directly.

The first CETIA, held May 13-17 in Sydney, attracted 108 firms and 8,204 trade visitors.

Write: Richard J. Glover, Executive Director, The National CETIA Program, G.P.O. Box 3629, Sydney, N.S.W., 2001, Australia.

Frankfurt's 1970 spring, fall consumer shows set

Dates for the annual spring and fall Frankfurt consumer goods fairs have been announced as Feb. 22-26 and Aug.-30-Sept, 2, 1970.

The 1969 spring fair held Feb. 23-27 drew approximately 3,000 exhibitors from 43 nations. U.S. participants included 19 by direct exhibit and 40 by other representatives. Between 90 to 95% of the 78,000 visitors, a 6% rise over the 1968 spring fair, were considered trade visitors, and represented 79 countries.

Goods showing marked sales last year included home textiles, musical and toiletry items. Special interest was shown in both boutique and young-style fashions. The majority of American exhibitors were in the musical field and fair authorities indicate satisfactory sales results in that area. One noticeable trend of the spring trade fair was a 3-5% increase in prices for many articles.

U.S. companies interested in participating in the Frankfurt fairs should **write:** German-American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

Two additional trade fairs announced for Cologne

Two more 1970 international trade fairs have been announced for Cologne, Germany. In January, the 12th International Furniture Fair will occur, followed in September by IMFA, an international bicycle and motorcycle exhibition.

Sparking the Jan. 20-25 fair is a 20% increase in Germany's production of bedroom furniture, the rising number of fitted kitchens and kitchen cabinets and a higher demand for living room and upholstered furniture. Prices in this expanding market for this year are up 5% over previous years.

During the last Cologne furniture exhibition in 1968, 1,029 German firms and 105 representatives from 28 other nations displayed their products. More than 75,770 trade visitors from 68 nations attended the biennial event.

From Sept. 26-29, manufacturers, distributors and suppliers of bicycles, motorcycles and accessories and equipment such as protective clothing, lubricants and tires will mount displays. An application deadline of March 31 has been set.

For further information on either of these events, **write:** Messe- und Ausstellungs- GmbH. Koln, 5 Koln-Deutz 1, Postfach 210760.

EXHIBITION BRIEFS *WORLDWIDE*

FILM, Cannes, France, June 21-29. This international festival of leisure motorized craft including light planes, pleasure boats and high-performance automobiles was an expansion of a general aviation show of the same name. U.S. light aircraft were displayed by Piper, Cessna and Beechcraft. The international boat display included cabin cruisers and Johnson and Evinrude outboard motors. Despite the expansion of the show, it remained primarily an aviation show. Dates for the 1970 FILM are not available.

INTERNATIONAL INSTRUMENTS, AUTOMATION, CONTROL EQUIPMENT & COMMUNICATIONS SHOW, Melbourne, Australia, May 26-30. Ten countries were represented by 272 companies at this event which was being staged for the second time. Czechoslovakia was the only nation to mount a national exhibit at the fair which was attended by approximately 10,000 trade visitors. Promising goods for U.S. exporters based on show results include automation and electronic equipment and control devices. Next show, Mar. 29-Apr. 2, 1971.

KINSHASA INTERNATIONAL FAIR, Kinshasa, Congo, June 30-July 21. Approximately 600,000 persons attended the exhibition which featured 18 pavilions, open air restaurants and movie theaters. The U.S., United Kingdom and Canada shared a pavilion which featured an Apollo 11 exhibit. On July 4, the fair celebrated American Day, and the U.S. pavilion was the site of a fashion show. Other nations participating in the fair included Italy and Belgium. Dates for the next fair are not available.

11th EUROPEAN MACHINE TOOL EXHIBITION, Paris, June 23-July 2. Germany was better represented than host country France at this exhibition in which a total of 1,050 exhibitors drew approximately 84,400 visitors. No U.S. firm participated in this event as it is open only to the twelve member nations of the European Committee for cooperation within the machine tool industry; however, subsidiaries are eligible to enter. Major product categories for the show include numerically controlled machine tools and systems and non-traditional high energy machine tools. Next show, Milan, Italy, 1971.

German economy soaring

Boom surpasses even the most optimistic predictions; import demand to remain strong

The German economy in 1969 is again surpassing even the most optimistic predictions, demonstrating an unexpected capability for sustained expansion of output in response to unusually strong demand both in domestic markets and from abroad.

Informal estimates of real growth in gross national product (GNP) for the first half year range as high as 9% over the corresponding period of 1968 according to the Economic Trends Report from the U.S. Embassy in Bonn, and projections of full-year GNP growth have been progressively raised. It seems likely that when the final results for 1969 are in, real growth will approximate the 7% recorded in the recovery year 1968.

There are many signs that, in achieving this extraordinary expansion, the economy is now operating under boom conditions stronger even than in 1960-61. The current business climate is characterized by lengthening delivery times, inventories judged too low, increasing numbers of bottlenecks and, according to polls, an unusually favorable appraisal of current conditions, even exceeding the previous high point of this index in 1960.

Order backlogs by mid-year stretched to a record 4.1 months, and there is unprecedented tightness on the labor market. By mid-summer, job vacancies stood at a record high of 861,000, outnumbering unemployed by 8 to 1; the unemployment rate sank to a seasonal low of under 0.5%. Production is being expanded by increasing recourse to overtime: a record two-thirds of business firms now report overtime shifts. An additional source of short-term elasticity for the labor market is the inflow of foreign workers; their number is now a record 1.4 million, and they are currently being added at an estimated rate of 50,000 per month.

Tops former record

Manufacturing capacity utilization is also now higher than in 1960, reaching 90% overall, with 92% in the investment goods sector. German steel production is at record levels, but extraordinary domestic demand is nevertheless beginning to divert supplies from export markets. Automobiles will achieve another record year, with a 20% production gain over the previous high registered in 1968.

American businessmen with interests in Germany will probably be facing a situation of continuing lively economic activity. German import demand will continue strong over the coming months, although U.S. exporters must exert efforts to reverse a trend toward a declining market share for American products. The franc devaluation is not having serious repercussions on import prices, and the general situation in Germany suggests further upward movement in domestic prices.

Demand for consumer goods should be particularly strong, perhaps providing new opportunities for American products hitherto not exported in great quantities. The recent Frankfurt Trade Fair indicates, for example, considerable German interest in handicrafts and decorator objects, porcelain, ceramics, glass, costume jewelry, and cosmetic items.

Germans are reportedly eager for new and modern ideas in consumer durables, furniture and floor coverings. Interestingly, boating items are a recent strong point in U.S. exports to Germany. The coming Christmas season promises to be the biggest ever, and since German retailers are facing difficulties in procurement from overstrained domestic suppliers, opportunities may exist for rapid deliveries by U.S. exporters.

The implication of current government policies for business is a somewhat restrained outlook for public capital expenditures, at least as long as private demand continues strong. Road construction and other transportation projects, which were a feature of the past two years, are likely to taper off somewhat, although in absolute terms public resources devoted to these and other investment projects will nevertheless remain at high levels.

Even a pause in the investment boom will still leave opportunities for market development, particularly in specialty areas of capital goods, which should continue to benefit from sustained high overall levels of activity and a premium on investment in rationalization due to labor limitations.

Total German farm imports from the U.S. during January-June were virtually the same as during the first half of 1968. An anticipated increase in livestock production and the plentiful U.S. supply should result in increased imports of U.S. soybeans during the current crop year.

NOT A VOLKSWAGEN IN SIGHT, possibly because this is a Mercedes-Benz plant at Stuttgart. German auto output is exploding, with 1969 expected to show a 20% gain over the record levels of 1968.

On the other hand, the U.S. will probably not be able to maintain current levels of grain exports to Germany. Though the present rate of quality wheat sales should be sustainable, imports of feed grains are expected to decline as a result of greater use of wheat for feed and the increased availability of EEC feed grains.

Of serious concern to U.S. agricultural interests are new proposals for further protective measures in the EEC agricultural policy, which could add difficulties to sales of products accounting for between 55 and 65%—or $290 to $340 million—of American farm exports to Germany. Most important is the threat to levy heavy taxes or both vegetable oils and oil meals within the EEC. The German market accounts for about 40% of the half billion dollars in U.S. sales of these products to the Community.

Exports of tobacco and canned fruits and vegetables would also be adversely affected by pending EEC proposals. Apart from these EEC factors, U.S. agricultural interests could eventually be affected by continuance of German farmers' demands for increased feed grain prices, which would tend to make Germany more self-sufficient in this area.

U.S. promotional efforts for agricultural exports to Germany are continuing through several types of activity. These projects include promotions by U.S. cooperator organizations, point of purchase promotions in German food stores, and trade fair participation. The next such event will be the Department of Agriculture exhibit at the forthcoming Anuga food fair in Cologne in early October.

Financial pressures

The likelihood of sustained high interest rates abroad will exert pressure on German financial markets. Moreover, even though the public sector is reducing its indebtedness, the banking system is under growing pressure from the domestic private sector for long-term credit. Nevertheless, despite the Bundesbank's restrictive course, bank liquidity is still substantial and the money supply is growing rapidly. Short-term foreign deposits in Germany are discouraged by 100% reserve requirements imposed on their excess over the levels prevailing last April.

In keeping with Germany's new role as a major exporter of capital, American businessmen may continue to look to German banks and financial markets as significant sources of borrowed funds, even if the total of such outflows from Germany declines from the frenetic pace of the past year-and-a-half. Recent American-based firms borrowing on the German market include Occidental Overseas, Goodyear International, Studebaker Worthington International, and Dow Chemical.

In addition to bond issues and direct loans from German banks to foreign companies, a major source of capital to international industry has developed through flows of German funds to the Euromarkets of dollars and deutschemarks. The first half of 1969 saw a net flow of well over $1 billion from Germany.

There continues to be a large long-run potential for sales by American mutual funds in the Federal Republic. A recently passed law, effective Nov. 1, imposes certain requirements on foreign funds selling in Germany and prohibits sales of hedge funds or those investing in other mutual funds.

There is growing doubt that recent overall levels of activity and rates of expansion can be sustained much longer, given the growing strain on resources. Preliminary indications are that the growth rate of industrial production this summer has, for the first time during this cyclical upswing, perceptibly flattened. Profit margins and business liquidity seem to be declining somewhat.

There are also some indications that domestic investment demand will not maintain its hitherto precipitous climb, which showed new orders to many branches of the capital goods sector in recent months at 50% or more over last year's already substantial levels. Prospects for new growth impulses deriving from residential construction also remain questionable. Sensitive indicators of businessmen's expectations reveal slightly less buoyant optimism for the future than was recorded earlier this summer.

A decisive factor in the strength and duration of the current boom has been the unabated pressure of foreign demand. Last year's 4% border tax failed to slow down export growth. Although German export prices have in fact increased by over 5% since that measure was enacted, rising prices and demand in foreign countries have contributed to a 17% growth in German exports in the first seven months of 1969.

As yet there is no convincing evidence of a slackening of the growth impulses for the German economy originating from foreign demand. New export orders in recent months continue to exceed levels of corresponding months in 1968 by one-fourth to one-third, and foreign orders show persistently higher rates of expansion than domestic. Doubts which have been expressed recently on the continued future vigor of exports are based less on effects of the franc devaluation than on expectations of significant economic slowdown in the United States.

Even if investment and exports begin

High sales potential

Recent market surveys have shown sales potential for a number of specialized U.S. finished products: air freight handling equipment will be required to meet estimated annual air freight growth rates of 25-30%; pneumatic power tools, particularly for the automotive, construction, chemical and shipbuilding industries; specialized feed manufacturing machinery, as mixed feed consumption in Germany is expected to grow at an annual rate of 10-15%.

Also needed are new plastics industry equipment and plastic products to raise productivity of the German plastics processing industry, which is only about 40% as high as some of the most efficient American companies. Advanced food processing equipment, primarily for poultry processing, ice-cream freezing, electro-optical sorting and high speed bottling, will be needed by smaller food processing firms faced with strong competition from large international suppliers.

Other sales prospects include: telemetry equipment for the aerospace industry and biophysical, industrial, scientific, and military applications; geophysical, oceanographic and meteorological equipment sought by government-owned institutions; advanced optoelectronic components and systems, for a German market with anticipated annual growth rates of 35-50%; small process computers for industry, power plants, pipelines, and climate control; industrial and commercial refrigeration equipment, components, and systems; gas and oil burner controls, small gasoline engines, miniature electric motors, and outboard motors.

to taper off, the total economic situation is likely to be sustained at high levels for months to come. Order backlogs are at record levels. Private consumption—the largest single component of total demand, comprising 56% of GNP—is likely to accelerate its rate of expansion as disposable income continues to rise due to recent increases in employment and wages.

Despite the strong overall demand thus far this year, price rises have been considerably more moderate than in most of the rest of the western world. The average level of the consumer price index for January-July is 2.4% over that for the comparable period of 1968, but the increase in the most recent months is largely attributable to food prices.

Consumer prices of manufactured items are still quite stable and, excluding food, the cost-of-living index in the last three months rose at an annual rate of only 1.3%.

This situation has been attributed mainly to continuing strong competition on the consumer market and the countervailing power of large retailers, who have resisted price increases by their suppliers. On the other hand, although industrial producer prices for January-July averaged only 1.2% above the corresponding period of 1968, they are recently showing stronger upward tendencies. During the last three months, prices in the domestic capital goods sector have been rising at an annual rate of 3.2% and in some sectors, notably steel, price increases are considerably steeper.

Recent polls indicate voter unease on the price issue, with expectations of stronger price rises after the national elections in late September. Business surveys also show expectations of higher prices, particularly in the previously quiet consumer goods sector. In recent months, effective wages in industry have been increasing at rates varying between 7 and 10% over the comparable months of 1968; these gains will be increasingly felt not only in manufacturing costs but in disposable income and consumer demand.

The recent metalworkers contract settlement, regarded as a pace-setter for upcoming wage negotiations in other industries, had been anticipated with some apprehension concerning its implications for future price stability. The 13-month contract, providing for an 8 percent wage increase, is now generally considered as moderate. Furthermore, economic developments in other countries may serve to increase foreign competition on the domestic market, and perhaps divert some attention of German industry to domestic buyers. On balance, there is considerable uncertainty on future price developments.

Despite a vigorous rise in imports, which in the first seven months were nearly one-fourth higher than in the comparable period of last year, continued export growth is leading Germany to another massive trade surplus this year. Already in seven months the export surplus reached $2.1 billion, and in recent months the pace has definitely exceeded that of last year. Against these magnitudes, the franc devaluation is currently assessed by most observers as having a possible total contractive effect on the trade surplus of only $250 million, at the most, over a 12-month period.

Germany's private long-term capital outflows in 1969 are at unprecedented levels: in the first seven months alone they reached $2.8 billion, already exceeding the 1968 full-year total of $2.5 billion, which itself broke all previous records. This development, combined with a high net deficit on unilateral transfers, more than offsets the trade surplus. Thus, Germany's so-called basic balance for January-July (trade, invisibles, unilateral transfers, and long-term capital) actually shows a $1.9 billion deficit. When one includes short-term capital movements, however, the considerable net inflows ($2.8 billion in the first seven months compared with $900 million in the corresponding period of last year) turn the overall balance into a $900 million surplus during January-July.

Trade shows planned in Germany

The U.S. Trade Center in Frankfurt, on the basis of market surveys showing solid existing sales potential, is planning exhibits during the coming months for computer communications and display equipment, equipment for the plastics industry, geophysical equipment, and electrical connectors and electro-mechanical components. A special floating exhibit, stopping at Rhine River cities this fall, will acquaint German businessmen with American industrial process control equipment. Welding equipment will be featured at an Essen trade fair.

The spring tentative Frankfurt Trade Center schedule is as follows: February, Nuclear Instrumentation; March, Sophisticated materials for the Electronics Industry; April, Magnetic Engineering Equipment & Instrumentation; May, Laundry and Dry Cleaning Equipment; June, Shipbuilding and Marine Equipment.

Germany will also be the site of three U.S. commercial exhibitions. Aircraft, components and ground support equipment will be exhibited at the Hanover Air Show and computer equipment will be on display at the Hanover Industries Fair. Both events are scheduled Apr. 25-May 3. Frankfurt is the site of the June 17-24 exhibition in ACHEMA, featuring instruments for the chemical industry.

GERMANY'S EXTRAORDINARY EXPANSION has been due to unusually strong demand both at home and abroad. This recently expanded plant of a GT&E subsidiary near Erlangen makes fluorescent lamps.

Looking ahead to the rest of 1969, it is significant that the outflow of long-term capital is slowing markedly from the probably unsustainable levels of earlier this year. With the trade surplus continuing high, and the prospects slight for any significant reversal of the short-term capital inflow, 1969 as a whole should show another large net improvement in Germany's total external position.

Bundesbank reserves have fluctuated widely in the past year-and-a-half in response to the massive short-term inflows and reflows, but secular uptrend has carried Bundesbank holdings of gold and foreign exchange reserves from $7.4 billion at the end of 1967 to $9.1 billion in July 1969. Gold reserves have increased modestly in this period, and dollar holdings, despite wide fluctuations, showed a tendency to stabilize at the 1967-68 average figure. The growth in official reserves in recent years has been increasingly supplemented by a substantial increase in net short-term foreign assets of German commercial banks.

In response to the unexpected continued strength of total demand, fiscal policy in Germany is, in contrast to the previous boom period, playing an anti-cyclical role. Several hundred million dollars in budgeted Federal expenditures have been formally blocked for 1969—mainly in the areas of defense and transportation. Given current rates of expenditures, it is almost certain that total outlays for the full year will fall short of the budget by considerably more than the currently blocked amount.

Simultaneously, on the revenue side, the government is making use of the automatic stabilizing effect of higher-than-budgeted tax receipts, reducing planned borrowing and possibly establishing a counter-cyclical contingency fund in the Bundesbank. Thus, a substantial federal cash surplus this year will contrast with the budgeted billion dollar deficit.

Although state and local authorities will also be neutralizing much of their excess revenues in the same way, current appraisals indicate some net borrowing at these levels, if still considerably below that of 1968. The net result for the public sector as a whole will probably be a moderate cash surplus, and a reduction in outstanding public debt, representing a substantial shift in direction from the net borrowing of $2.2 billion and $3.9 billion in 1967 and 1968.

The Economic Stability and Growth Law provides additional mechanisms for anti-inflationary actions—including surtaxes and changes in depreciation allowances—should they be felt necessary.

Monetary policy has also been on the restrictive side in recent months. However, the full effectiveness of monetary policy is still limited by the necessity to avoid seriously impairing German capital outflows or even inducing inflows. Increased interest rates abroad nevertheless allowed the Bundesbank to raise the discount rate this spring from 3 to 4 to 5%. Despite recent increases in minimum reserve requirements they are still only 60% as high as in the 1960-61 boom.

Bank liquidity remains at comfortable levels, with liquid reserves still amounting to 8% of total bank deposits, which is much higher than the 3½% ratio prevailing during the 1965 boom. Further, the annual rate of expansion of the money supply has been accelerating from 6% early last year to 12% currently.

Last May Karl Schiller, the Social Democratic (SPD) Minister of Economics proposed that the special 4% border tax adjustment introduced last November be abolished and the deutschemark revalued upward by 6.25%. Chancellor Kiesinger and his Christian Democratic (CDU) colleagues in the Cabinet rejected this proposal. Kiesinger and other CDU spokesmen have since forcefully defended this decision. Schiller and the SPD have continued to argue that a revaluation last May or in conjunction with the recent devaluation of the French franc would have been a better policy. The subject has become a lively issue in the current election campaign.

U.S. SALES PROSPECTS ARE GOOD, as the German economy stays in high gear. Above, officials of Siemens AG, of Munich, test equipment at Western Union International headquarters in New York.

Market studies available

Several studies in the International Marketing Information Series deal with the market for various items in Germany. They include:

Country Market Digest (IMIS 69-7), lists the eleven top sales prospects in Germany;

Five *Exhibitor's Export Market Guides*, prepared for upcoming trade shows, cover the outlook for Electrical Components (IMIS 69-51), Computer Communications Equipment (IMIS 69-59), Industrial Process Controls, Instrumentation and Computers (IMIS 69-60), Instrumentation Equipment and Material for the Plastics Industry (IMIS 69-64), and Geophysical Equipment (IMIS 69-68);

Three *World Market for U.S. Exports* reports deal with Bakery and Related Packaging Equipment (IMIS 69-103), Pollution Control Equipment (IMIS 69-110), and Power-Driven Hand Tools (IMIS 69-119).

IMIS reports are available for ten cents apiece from the Sales and Distribution Branch, Rm. 2119, U.S. Dept. of Commerce, Washington, D.C. 20230, or from any Department of Commerce Field Office.

Bremen's ports got on container bandwagon early; U.S. shippers played big role in development

Vigorous effort has brought 100,000 containers through ports in three years; officials planning for era of 1,200-container ships

By THEODOR RUMME
U.S. Consulate General, Bremen

Last November, Bremen and American Export & Isbrandtsen Lines celebrated the transshipment of the 100,000th container through the city's ports. The container, owned by Isbrandtsen's subsidiary Container Marine Lines, was filled with Bavarian-made toys bound for the U.S. East Coast.

It hardly seems possible that only three years ago another U.S. company, Sea-land Lines, opened the first regular container service in Bremen. But this in a nutshell characterizes the revolution occurring in U.S.-European shipping trade: the short history of container shipping and its phenomenal growth during that short history.

Often, however, the rapid development of container shipping and the growing recognition of its potential permits us to overlook the few who began the revolution. In Bremen, Sea-Land and American Export & Isbrandtsen Lines through their cooperation with Bremen's port officials led the way, and helped develop Bremen/Bremerhaven into the leading container ports of Northern Europe.

Flanked, as Bremen and Bremerhaven are, by the giant ports of Hamburg and Rotterdam, one wonders at first why the container revolution started in Bremen's ports and why the Bremen ports still maintain a commanding position among Europe's rapidly growing container ports. The answer lies in a combination of physical factors and the cooperation between American shippers and the Bremen port authorities.

The physical factors: a) About 98% of the general cargo shipped through the Bremen ports to or from the U.S. East Coast can be containerized. b) This trade is nearly balanced, making less likely the need to ship empty containers. c) Bremen's ports lie closest of all North European ports to the major industrial areas of West Germany. d) The ports are linked to these industrial areas by excellent rail and superhighway connections.

Port officials: Bremen's port officials recognized early the potential of the container system. After several visits to the Port Elizabeth, N.J. container facilities in 1965, they convinced the Bremen Government to take an early plunge into the container era. Despite the serious reservations of some shipping interests, Bremen proceeded to invest heavily in new port facilities to handle container shipping.

Following the Port Elizabeth example, the container port in Bremen (as well as the port under construction in Bremerhaven) is entirely new, rather than a modification or reconstruction of old facilities.

Sea-Land joined the pioneering effort in Bremen before construction of the new container port was completed. The company's first container ship to call docked at Bremen's old port across the Weser River in May 1966. Isbrandtsen began its container service to Bremen a few months later.

In the beginning, the American container shippers also bore financial burdens. Large investments were necessary in the ships and in equipment for their port facilities, as well as in promotional efforts to overcome the reluctance of their German and American customers to ship in containers. However, in not much longer than six months after Sea-Land's service in Bremen had begun, the success of the revolution was secure.

The Bremen Port today

The activity in the Bremen container port today bears witness to the rationality of containerized shipping and its phenomenal growth. Sea-Land has five full container ships calling regularly at the port, and Isbrandtsen's Container Marine Lines will soon have four. The port also services the semi-container ships of Meyer Lines, Polish Ocean Lines, North German Lloyd and Hamburg-American Lines.

Fully 65% of the containerizable cargo passing through Bremen travels in containers. Where there was no port three years ago, there is a 2,600 foot wharf with two (and soon three) giant container cranes, numerous smaller cranes and a water depth sufficient to dock the largest container vessels afloat. The terminal includes 880,000 square feet of open storage space and a 240,000 square foot shed for loading and unloading containers. There are six straddle carriers, seven tractors and numerous service trailers for moving the containers within the terminal. Containers are shipped to, or arrive from,

IN LINE WITH TRADITION of leadership, Bremen's ports are already planning for the next development in container shipping: vessels that will carry 1,200 containers. Below, current Bremen facilities.

West Germany's industrial areas either by rail aboard a special, daily, 60 m.p.h. container train that runs right out to the container piers, or by truck over the country's adjacent, extensive superhighway system.

Bremerhaven has its own container terminal which serves the full container ships of Hapag-Lloyd and Moore McCormack Lines (Seatrain will begin full container service in November); Atlantic Container Lines; as well as the roll on/roll off ships of the U.S. Military Sea Transportation Service and the semi-container ships of States Marine Lines. Its facilities include 1,700,000 square feet in open storage area, a 1,300 foot wharf and two 45-ton cranes.

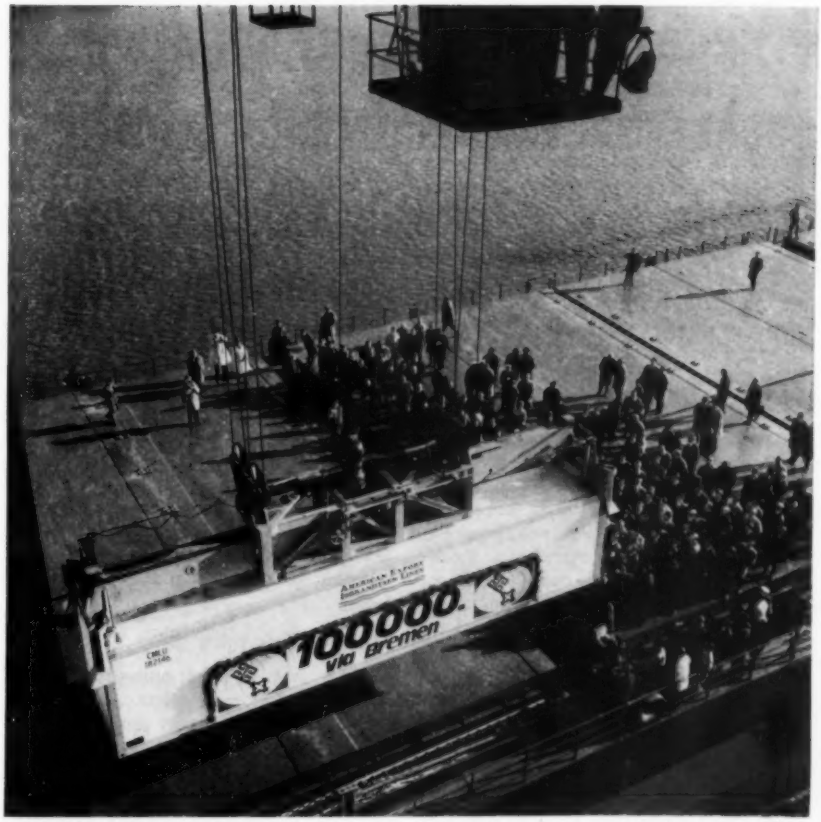
Construction has already begun on a new facility in preparation for anticipated developments in container shipping. Long, deep draft, third generation container ships, capable of carrying 1,200 or more containers, will soon be launched. Bremerhaven will offer the advantages of shorter ocean transit time and lower port costs, since the port's new facilities on the open sea will not require dredging, improvements to channels and other general upkeep costs.

Terminal port

Bremerhaven is almost exclusively a terminal port from which most incoming cargo is transshipped over land to other destinations. Planning for the new container facilities centers around the further development of the terminal character of the port in Bremerhaven, with PERT (Program Evaluation and Review Technique) techniques for the rapid pierside handling, customs processing and onward dispatch of incoming containers. Current plans for the port call for a high degree of computerization and automatic control, a modern train classification yard (humping) and a system of feeder roads to the Bremen-Cuxhaven superhighway which is now under construction. When the new facilities are completed, officials anticipate that unloaded containers will be processed and dispatched over rail and/or highway so as to arrive at their inland destination within one day of unloading. Such a high degree of efficiency will have important implications, to shippers of perishables, in lower insurance costs, smaller inventories, and in other ways.

The new terminal will be capable of docking seven large ships, will be serviced by six container cranes and will have a total staging area of 4.3 million square feet. Eventually, the new facility will be linked with the existing terminal to form a single huge container port.

For storage purposes, Bremen offers extensive free trade zones in the port areas of Bremen and Bremerhaven. Storage in Bremen ports includes repacking, refilling, sampling, marking and labeling. Additional processing of goods is permitted by special authority. Such authority has been granted for roasting coffee, grading tea, mixing wine and processing meat. The sale and auction of merchandise is allowed, although to prevent retailing the minimum quantities of goods which can be sold are stipulated by law. Ship chandling is also allowed in the free trade zones, and is almost free from customs formalities.



100,000TH CONTAINER to arrive at Bremen ports was greeted by an enthusiastic welcoming committee.

Round-the-clock services

Customs services are available 24 hours a day, and special provisions have been made to expedite the clearance of goods from the free trade zones to inland destinations, or to other countries through Germany. Rather than wait until the merchandise arrives at port exits, customs officials clear shipments at quayside sheds and warehouses, then allow the removal of the goods under a dispatch certificate. Thus, delays at the port exits are avoided.

Bremen's ports have had an enviable reputation for the speed and efficiency of their operations. This reputation derives from the close cooperation of the port managers and the labor union. Both realize their abiding common interest in keeping their ports functioning at their highest efficiency, thereby maintaining their competitiveness. Labor problems are, therefore, understandably rare.

The advent of containers was a welcome challenge in Bremen and Bremerhaven. It is standard practice to load and land containers in a single crane operation; the container crane places an export container aboard ship and returns with an import container, placing it on a trailer or the quay. The ports will guarantee the loading and unloading of 30 containers per hour, although some crews commonly move 40 per hour and, under ideal conditions, one crew reached a peak of 49 per hour.

The ports are continually developing new techniques to improve their services to their customers. Their efforts are being rewarded, for container traffic through Bremen's ports continues to mushroom. In 1968, almost 47,000 containers 20′ or larger, totaling over 466,000 metric tons were transshipped—more than in any other European port.

Uruguay ends runaway inflation, seeks renewed economic growth; trends are generally encouraging

Consistent official policies create confidence among businessmen; higher import volumes and joint venture openings expected

Uruguay continues to maintain the price stability it achieved in the past year, but renewed economic development must begin soon if the country is to have durable economic health.

Although buffeted by labor unrest, the first eight months of 1969 saw generally encouraging economic trends: a significantly improved foreign reserve position, a quite small cost of living rise, increased domestic and foreign trade, higher agricultural production, heightened business confidence, and reduced capital flight out of the country.

Government fiscal and monetary programs, supplemented by new organizations and decrees, have on the whole been successful and have reinforced growing public realization that exports and productivity must climb. The GNP gain in 1969 is expected to approximate 5%. Official emphasis is increasingly coming to focus on growth without sacrificing stability, but the transition will be difficult in the face of years of outmoded economic practices, inadequate investment, inflation and apathy.

The cost of living in seven months of 1969 rose a scant 9.3%, with confidence growing that the official ceiling of a 20% increase for the year would be met. The 11.1% increase from June 30, 1968 through July 31, is in sharp contrast to the previous 12-month period when the rise had been a runaway 182%.

Tax collections up

Adjusted for the cost of living increase, tax revenues at the end of July were 10% higher in real terms than in 1968, but a shade lower than anticipated because of reduced export tax rates. Increased collections from direct taxes and income taxes, however, largely made up for the shortfall.

The net foreign reserve position continued to improve with an increase from December 1968 of $26.3 million by July 31, a noteworthy achievement in that planners had not hoped to attain this level before the end of 1969. Hold-the-line budget policy continues, channeling limited central government investments to little more than road construction and repair. The prospective budget deficit for 1969, however, may exceed the earlier estimate of 4.4 billion pesos because of the ongoing bank strike's impeding of revenue collections, and several other factors.

No inflation seen

Uruguayan financial authorities do not see any inflationary effect in the 22% increase in money supply during January-July, pointing out that velocity is down and pesos are regaining their function as a store of value. Instead of money being hurriedly transformed into goods to beat inflation, demand deposits have risen impressively in 1969 and time deposits have risen even more. In December 1967 sight and time deposits respectively totaled 9.7 million and 8.3 million pesos; corresponding figures at the end of June 1969 were 17.4 and 20.6 million pesos.

Reinforcing this expression of confidence are strong indicators that capital flight has insignificantly ebbed. Knowledgeable observers state that the tide has turned with more private funds re-entering than departing. Official and free market exchange rates continue almost even, the latter vacillating between 251 to 256 to $1.

While the Government's nine-month old price-wage commission (COPRIN) maintains effective restraints on living costs, domestic commerce is expanding at a clip comparable to the sales volume of the pre-price control first half of 1968. Surveys disclose increased retail sales activity on a wide, varied front: office equipment 50% ahead of last year, cosmetics and drugs up 20%, advertising media up 30%, luxury foods holding strong, and synthetic textiles up 15%. But profits are squeezed by price controls and plant expansion is constrained by credit ceilings and heavy annual interest rates of 35-50%.

Yet on the whole, consistent official economic policies have given the business community a sense of continuity and solidarity. The situation appears to be conducive to business confidence. A reflection of this was the latest Gallup Poll in August which showed Uruguay's President receiving his highest rating yet from the public for the way in which he is doing his job.

May lower interest ceilings

Acknowledging stability's presence and the need to trigger growth, central banking authorities are now studying proposals to set interest rate ceilings at lower levels.

An earlier attempt at development stimulus, the national housing legislation enacted last December, has not yet had the expected impact. It is gathering funds through payroll taxes, but specific projects and land are lacking; nevertheless, 1,900 dwelling unit starts are scheduled under the program this year with an additional 10,100 in 1970. The main obstacle to development remains lack of public and private investment, a situation aggravated by the lack of statistical information on which to pattern growth. But partial remedies are being applied.

A sizable infusion of capital for expansion and modernization of private agriculture and industry is offered by a number of large loans now being negotiated by the World Bank, Inter-American Development Bank, U.S. Eximbank and the U.S. Agency for International Development. The impact of these credits is expected to attract additional Uruguayan private investment from funds at home and abroad. 1969 has also seen a number of Government moves to re-vitalize and broaden statistical services.

Gains despite problems

While prospects of foreign financing look especially good in the coming months for Uruguay's development aspirations, the new stimulus will have to grapple with fundamental problems concerning labor relations, tight domestic credit, overburdened government employment rolls and red tape, overly generous social programs and an unreliable port and transport infrastructure. Yet there appears to be a steady movement toward progress and change, and with it are emerging opportunities for a higher volume of imports and joint production ventures with foreign companies.

Closing 1968 with a $17.6 million export surplus, Uruguay's trade momentum continues through 1969. January-July exports totaled $114 million, contrasting with $81.4 million in the same period of 1968. By mid-August exports surpassed last year's performance by almost $27 million, a bulge that will shrink in the coming months because of declining meat shipments.

Imports moved ahead as well, half-year totals for 1969 and 1968 being $81.4 million and $66.8 million. Wool sales stayed almost level, but other export sectors in the first 6 months rose strongly over Jan.-June 1968 totals: meat up 57%, hides up 39%, wooltops and textiles up 33%, and, most impressively "miscellaneous" (a mix chiefly composed of non-traditional goods and cereals) up 197.8% (from $4.6 to $13.7 million). Imports were powered by machinery and automotive purchases, 197% above 1968; fuels declined slightly and raw material imports stayed level.

According to Uruguayan statistics, purchases from the United States at the end of April amounted to $6.5 million, $300,000 ahead of 1968. In the same period, roughly equivalent gains were registered by West Germany (second largest exporter with $6 million), Italy and France. U.K. sales climbed from $1.8 to $3.7 million. Soviet four-month sales of industrial machinery and other items rose from $50,617 to $328,630, and promised to increase more rapidly when the $20 million trade credit signed in February comes into effect.

Leading customers

Leading buyers of Uruguayan products in Jan.-April were the United Kingdom ($14.7 million), Italy ($6.1 million), West Germany ($6 million), Netherlands ($5.6 million) and the United States ($4.3 million).

Uruguay continues to run a marked deficit in its LAFTA trade. A helpful trade impetus to U.S. suppliers should come from the pending international development loans, especially the Eximbank and AID capital equipment loans which are expected to be signed this year. Following a liberalizing trend, Uruguayan import policy has recently lowered duties on cigarettes and whiskey in an effort to increase tax revenues and reduce contraband. Expanded quotas for raw materials are expected before the end of 1969, a step reportedly to be followed by the easing of equipment quotas in 1970.

A more dynamic export mentality is visible. In addition to Bank of the Republic and Central Bank pre-financing systems established at the beginning of the year, the commercial banking network is increasingly offering export financing and related services. Uruguay's second largest commercial bank, for example, has unveiled a permanent exhibition building for attractive displays of export-minded producers. A new government financed but autonomous Export Promotion Center is being established to furnish central export guidance, coordination and support, factors previously missing in a welter of fragmented groups and programs. Run by executives who principally come from the private sector, the center is rapidly shaping its staff and programs.

Further push comes from a new Foreign Ministry section which supervises a vigorously mapped commercial program for all overseas missions. Another force is "Manos del Uruguay," a non-profit group which has mobilized the manual skills of 800 people across the nation and channeled them into the export of colorful handicrafts. The first shipment of ponchos and sweaters left for France in July.

The second good agricultural year in a row is chief contributor to a probable GNP gain of 5-6%. Wool is outstanding in quality. Lowered wheat acreage is being compensated by more linseed. Rice, a crop of mounting importance, should yield 80-90,000 metric tons with 50,000 going to export. Citrus growers visualize a record year with ensuing annual increases in output and exports of 25-30%.

Solid market acceptance

Benefiting from southern hemisphere location, which leaves South Africa as the only strong competitor, the larger producers have captured solid market acceptance in Europe, are doubling their plantations in the coming season, and are confident that they will sell all they produce.

A clear trend is toward processing fruits and vegetables, and there is much interest in setting up factories to package tomatoes, citrus juices and extract, desiccated alfalfa, garlic and other items.

Dairy product and pasteurization centers are also going up across the country in response to a traditional shortage of

URUGUAY'S TRADE MOMENTUM, which resulted in higher imports and exports in 1968, has continued into 1969. Below, cargo ships from many nations bring the world's goods to Montevideo harbor.

acceptable milk in many areas. Uruguay's largest milk cooperative which serves Montevideo is implementing its program to build cheese, milk powder and ice cream plants. A heavy glut of milk has recently appeared in some regions, and problems to standardize products at export quality level must be solved if hoped-for exports to neighboring provinces in Brazil will succeed.

Alleged European dumping prices have obstructed butter sales to LAFTA partners. Efforts to enrich pastureland are gaining momentum under an AID fertilizer loan and the World Bank financed "Plan Agropecuario" program: consumption of fertilizer is rising at 10% annually, and AID financed agricultural machinery is highly visible. Uruguay's removal of import duties on enriched animal feeds and related nutrients should help U.S. suppliers, but European firms are already active here. The agricultural productivity tax, designed to put under-used land to more intensive employment, is being slowly implemented, and it needs administrative teeth and clarity. This tax is designed to replace export taxes on wool and meat, increasing their production for sales in world markets.

A two-month strike by wool handlers, a four-month meatpacking strike, a 40-day cement strike, a bank strike now entering its third month, and a spate of general and sympathy strikes have dented the economy but at the same time revealed its resiliency. All have hurt exports, but not to the extent feared. Wool and cement shipments, for example, were down 3.7% and 9.8% at the end of July but by late August were closing the gap.

Meat is more complex

A more complicated case concerns meat although exports by July had passed $33 million and were over 50% ahead of 1968's pace as small, efficient plants took up the slack of the older and larger plants which were closed by the strike. Parallel with the strike's outbreak came the U.K.'s refusal to buy Uruguayan meat after June 15, principally because of deficiencies in the meat inspection service. Industry officials point out, however, that the U.K. had already bought its promised 25% of total production for the year and probably would return when local meatpackers start boneless beef output.

The loss of the United Kingdom, a steadily declining customer of the Rio de la Plata area for 10 years, is largely compensated by both widened European markets and the range of meat products sold. Some estimates foresee 1969 beef export totals possibly not far below 1968's 90,989 metric tons, an 80% jump over 1967. But this optimism is clouded by the larger plants' inability to re-open due to massive social welfare and cattle supply debts and by a shortage of cattle resulting from illegal exports of animals on the hoof during the strike. Two favorable effects of the strike are official action to form a more effective, better paid veterinarial service and widespread industry interest in buying complete lines of modern meatpacking equipment.

The bank strike may prove to be the most damaging to commerce as well as to government revenues, although liquidity of individual firms and the Central Bank's issuance of new currency against uncollected funds have so far enabled business to go on. The Government's resolute stance in the face of the strikes has won respect from most of the populace and discouraged some of the more unruly labor elements. But it is felt that the outcome of the bank dispute in particular will influence the shape of future labor relations. Another result promises to be a reduction in Uruguay's excessive number of banks consisting of 35 head offices and 486 branches.

State business entities are showing some signs of self-improvement. The electric power agency is considering partial reorganization and rate changes; the central government and the autonomous corporations have severely curtailed new hiring; the faltering state railroad has ordered $16 million of modern Spanish equipment in an effort to restore the system to working order; the fishing agency has dropped 53% of its administrative personnel to move its clerk-fisherman ratio from 14-1 to 4-1, expanded its fishing fleet (including a Korean-crewed tuna boat whose recent catch was profitably sold to Italy), and is promoting a new Montevideo reception-storage terminal which should serve as the base for a future processing industry.

Openings for U.S.

Still intent on offshore oil development, Uruguay's Government has rejected as unsatisfactory two bids received from U.S. firms in response to a prospecting-extraction tender last December. In September a new tender will be issued specifically for exploration, and if this phase is successful, a second call for extraction work will be made. For its joint venture project to develop titanium mineral deposits along the coast, the Government has attracted inquiries from 12 American companies.

Growth industries which bear watching for U.S. equipment sales are meatpacking, food processing, leather working, and quarrying. The private sector also exhibits encouraging new stress on marketing and management ("what's the use of producing, if we can't sell?") and emerging interest in joint ventures with American companies, tendencies which promise to grow as Uruguay awakens its potential resources and accentuates its links with foreign commerce.

U.S., Czechoslovakia sign cotton textile agreement

The United States and Czechoslovakia concluded a cotton textile agreement through an exchange of notes in Washington on Aug. 29.

Under the agreement, which was negotiated in the context of the Long Term Arrangement Regarding International Trade in Cotton Textiles (the LTA), Czechoslovakia agrees to control exports of cotton textiles to the United States for two years, from May 1, 1969 through Apr. 30, 1971.

For its first year, the agreement provides an aggregate ceiling of 2.5 million square yards and a ceiling in Category 26 (other than duck) of 1 million square yards. Consultation levels are specified for the remaining 63 categories of cotton textiles. Ceiling and consultation levels will be increased by 5% in the second year of the agreement.

This is the 23rd bilateral agreement on cotton textiles negotiated between the United States and foreign countries.

Copenhagen will host two machine tool fairs

Two separate international trade fairs covering aspects of tools and machine tools will be held in Copenhagen next year. Each will be under different management.

INTERTOOL will open Apr. 10 for a 10 day run at the Forum Exhibition Hall and will be organized by Julius Thomsens Plads 1, 1925 Copenhagen 5, Denmark.

The International Fair for Tools and Machine Tools will be staged in the Bella Center Exhibition Hall from Sept. 14-19. Contact the Bella Center in Copenhagen for further information concerning this event.

U.S., other non-European members show top tourism gains, OECD says; cites key role in some economies

Unit's tourism committee praises actions ending some limitations, calls for further moves to drop barriers to international travel

For the second straight year, international tourism in 1968 developed on the whole less favorably in European than in other OECD member countries, the organization reports.

In the United States and Japan the number of foreign visitors and tourist receipts in foreign currency continued to increase substantially. In Canada, where a substantial dip was to be expected after the exceptional results of Expo '67, the trend remained upward.

In most of the European member countries, on the other hand, the interruption in the more than 20 years of rapid and continuous expansion of international tourism, which occurred in 1967 for the first time, continued in 1968; however, progress was noteworthy in a few countries such as Austria, Spain, the United Kingdom and Yugoslavia.

Total tourist receipts in foreign currency of OECD member countries amounted to $10.9 billion in 1968, as against $10.8 billion in 1967; total receipts of European member countries amounted to $8.1 billion, as against $7.9 billion in 1967. The number of arrivals of foreign tourists in OECD member countries in 1968 was around 114 million as against 113 million in 1967; arrivals in European member countries and Yugoslavia were 88 million as against 86.5 million in 1967. The above figures show increases ranging from 1% to 3% in 1968 as against 3% to 7% in 1967 and 9% to 12% in 1966.

Reflects economic slowdowns

The 1967 leveling off in international tourism in most European member countries was due mainly to slower economic activity in member countries, notably the United Kingdom and France—countries from which large numbers of tourists travel to other European countries. It also reflected to a certain extent, restrictions imposed in the United Kingdom since July 1966 on tourist allowances in foreign currency.

German tourism abroad was slow to resume its upward trend in 1968, despite the strong recovery of the domestic economy, and for the first time since the Second World War the total number of nights spent by U.S. tourists in Europe showed a decrease.

Tourism from the United Kingdom was affected by the restrictions on travel allowances in foreign currency and by the devaluation of the pound. In fact, in the United Kingdom and also in Denmark, Finland, Ireland, Iceland and Spain, the devaluations at the end of 1967 had the effect of reducing the purchasing power of tourists from these countries and thus tended to reduce the volume of their expenditure in countries which did not devalue.

The social unrest in France in May and June 1968 had unfavorable repercussions both on foreign tourism in France and French tourism abroad, which was further checked by the restrictions on tourist allowances in foreign currency imposed from the end of May to the beginning of September and from November onwards.

Situation improving

Available data concerning 1969, which relate to the first four or five months of the year and about ten countries, point on the whole to an improvement of the situation as compared with the corresponding periods in 1968. In the United States, the number of overseas visitors increased considerably and the number of visitors from Europe rose substantially. In Europe, the number of foreign visitors continued to increase very rapidly in the United Kingdom and rose substantially in Spain, Italy and Greece. The growth in the number of

Tourism trends in OECD, 1967-68

(Rounded figures in millions of U.S.$)

	Receipts			Expenditures		
	1967	1968	%	1967	1968	%
Austria	615	687	+12	219	257	+17
Belgium-Lux.	242	274	+13	370	398	+ 8
Denmark	222	233	+ 5	228	227	− 1
Finland	48	64	+33	74	66	−11
France	1,035	954	− 8	1,041	1,099	+ 6
Germany	840	911	+ 9	1,522	1,582	+ 4
Greece	127	120	− 6	41	43	+ 5
Iceland	3	3	+ 7	11	4	−60
Ireland	190	182	− 4	83	87	+ 5
Italy	1,424	1,476	+ 4	298	363	+22
Netherlands	300	342	+14	379	458	+21
Norway	102	103	+ 1	90	95	+ 5
Portugal	258	201	−22	71	66	− 7
Spain	1,127	1,179	+ 5	78	75	− 4
Sweden	109	109	—	286	308	+ 8
Switzerland	575	592	+ 3	235	249	+ 6
Turkey	19	29	+56	27	34	+24
United Kingdom	652	678	+ 4	761	649	−15
Total OECD Europe	**7,888**	**8,137**	**+ 3**	**5,814**	**6,060**	**+ 4**
Canada	1,212	920	−24	830	928	+12
Japan	89	126	+42	146	167	+14
United States	1,646	1,770	+ 7	3,195	3,022	− 5
Total OECD	**10,835**	**10,953**	**+ 1**	**9,985**	**10,177**	**+ 2**
Yugoslavia	150	187	+25	51	51	—

Figures exclude receipts and expenditures on account of international tourist transport.
Figures for Canada, Ireland, Switzerland, United Kingdom and United States are based on sample inquiries; figures for the other countries are based on bank returns.

nights of foreign tourists was important in Austria, Italy, Germany and Yugoslavia.

An increase in travel to Europe by U.S. residents was also recorded, especially in Spain, the United Kingdom and Switzerland. On the other hand, travel abroad by French and U.K. tourists was uneven, depending on the countries visited.

Continued economic expansion in Germany brought about a substantial expansion in German tourism abroad, particularly in Spain, Italy, the United Kingdom, Austria and Switzerland; expenditure by German tourists abroad during the first quarter of 1969 rose by 20% over the first quarter of 1968.

The OECD's Tourism Committee stated its concern about the maintenance of restrictions on travel allowances by certain member governments. It noted that, in accordance with the provisions of the Code of Liberalization of Current Invisible Transactions, the OECD has recently examined the justification for these restrictions and has agreed that their continuation is justified for the time being.

However, the Committee emphasized once more that the free development of international exchange of goods and services is one of the fundamental aims of the OECD Convention and that limitations on tourist currency allowances must have serious consequences for countries whose economies depend largely on foreign tourism. Therefore, the Tourism Committee asked that the present restrictions be removed as quickly as possible. It welcomes the increases in tourist allowances which Japan and Finland have recently authorized in order to comply with the obligations of the Code, and the official statements that the U.S. Government would not seek to limit tourist expenditure abroad by U.S. residents.

Other steps praised

The Committee also praised the measures taken in certain countries to promote international tourism by the abolition of visas for visitors from non-member countries, the simplification of identity checks at frontiers, Customs franchise and other facilities, abolition of the separate payment of the airport tax by travelers and improvement of tourist reception and protection.

The Committee attached particular importance to the new institutional measures taken or planned in certain countries to reinforce Government action in the field of tourism, for example the creation of a statutory tourist organization in the United Kingdom, a Travel Advisory Board in the United States, a Secretariat of State for Information, Culture and Tourism in Portugal and a Tourist Board in Finland and the reorganization in the Netherlands of the national body responsible for tourism promotion. It also noted with satisfaction the increasing interest shown by Parliaments in member countries in problems relating to the development of tourism.

Economic importance of tourism

International tourism has become an export industry which is particularly important to the economies of certain European countries. In 1967 tourist receipts in foreign currency accounted for over 6% of the gross national product (GNP) in Ireland, almost 6% in Austria and Portugal, over 4% in Spain and almost 4% in Switzerland.

It is also an industry which is expanding rapidly. Thus, for European member countries as a whole, tourist receipts in foreign currency increased by 179% between 1958 and 1967, while their exports of goods and services increased by only 110% and GNP at market prices by 97%.

Despite temporary fluctuations due to variations in the economic, social and political situation, tourist demand remains considerable. Taking all the European member countries together, tourist expenditure abroad between 1958 and 1967 increased three times as fast as total consumer expenditure.

Future prospects

When large capacity airplanes are brought into service in the near future international tourism will be entering an era of development on an almost industrial scale, as a result of the further expansion of organized travel which has already developed rapidly over the last few years. The OECD report says that Governments must therefore prepare themselves to meet the situation by including international tourism in their economic development policies and programs, in cooperation with the different sectors of the tourist industry.

In this connection, the OECD says that it is essential that Governments should make further efforts to have at their disposal tourism statistics that are as accurate and complete as possible, and comparable with those of other countries. In many cases it is still difficult to reconcile the statistics of international tourist movements and payments established by the different countries because of the differences in definitions and methods used. The Tourism Committee is accordingly continuing to encourage meetings with a view to the adoption of common norms.

The report concludes that expansion of tourism in the coming years makes it necessary for Governments to reinforce and give a new orientation to their tourist policy in the field of tourist accommodation, equipment and transport, frontier formalities, tourist welcome and information and staggering of holidays; the enforcement of such policy would be facilitated by increased cooperation between OECD member countries.

Eximbank to finance Japan nuclear needs for power plant

Credit of $10 million will help cover costs of U.S. services

The Export-Import Bank of the United States, has authorized a line of credit of $10 million jointly with Manufacturers Hanover Trust Co. of New York, to be established in favor of Japan Atomic Power Company (JAPC).

Proceeds of the credit will assist in financing the costs of U.S. services of conversion, enrichment, and fabrication of the second core nuclear fuel required for JAPC's Tsuruga nuclear power plant in Japan. Total costs of U.S. services are estimated at $11 million.

JAPC will make cash payments of 10% to U.S. suppliers which include Kerr-McGee, General Electric, and the United States Atomic Energy Commission. Eximbank and Manufacturers Hanover Trust will each lend up to $5 million to finance the balance of U.S. costs. The $10 million line of credit is to be guaranteed by The Japan Development Bank.

Company received earlier loan

Japan Atomic Power Company was established in 1957 as a joint effort of the Government of Japan and private industry in Japan to develop nuclear power for industrial purposes. An Eximbank credit of $33.7 million was authorized in 1966 to help finance the purchase of equipment, materials and services required for construction and initial operation of the Tsuruga plant. This earlier loan was made in two parts: $28.5 million for equipment and services and $5.2 million for conversion and enrichment of uranium ore.

The Tsuruga plant, a 340 mw unit, is located on the Tsuruga Peninsula on the Sea of Japan, some 80 miles north and east of Osaka. The plant is expected to be completed and in operation by March 1970.

IFC aided private projects valued at over $500 million in fiscal '69

Total commitments by World Bank affiliate were $92 million; new technique of aiding high potential industry tested in Tunisia

The International Finance Corporation assisted private projects costing $505 million in the developing nations during the year which ended June 30.

IFC is the affiliate of the World Bank that invests in private enterprises to encourage the economic growth of developing member countries. These and other details are in IFC's Annual Report for Fiscal 1969, which ended June 30.

IFC's own commitments to the 24 businesses in which it made investments in developing countries during the fiscal year came to $92.9 million. This was an increase of more than 80% over commitments of $50.4 million in the previous fiscal year, and was a quarter of all investments by IFC in its 13 year history.

During the fiscal year IFC increased sales of its commitments to private investors by 120%, to $40.9 million; organized and helped to finance a new kind of development enterprise, designed to give specialized assistance on a national basis to the growth of an industry with high developmental potential, in this case tourism in Tunisia; made a feeder investment in a Brazilian petrochemicals enterprise intended to produce chemical products that will be the raw materials tor a number of additional new businesses; and entered actively into investment promotion.

Has helped 39 nations

Addition of $92.2 million in new commitments in fiscal 1969 raised cumulative IFC investment over the past 13 years to $364.7 million. This was spread over commitments to 131 enterprises in 39 countries, with project costs totaling $2,165 million. IFC commitments at the end of fiscal 1969 were thus some three times the Corporation's subscribed capital of $106.5 million, and these commitments had helped finance businesses with project costs some 20 times greater than IFC's subscribed capital.

Sales of portions of commitments to financial institutions and other private investors in Fiscal 1969 totaled $40.9 million, rising even faster—by 120%—than did commitments. This revolved back to the Corporation an amount equal to 44% of its commitments during the fiscal year. Altogether, IFC has sold $123.5 million, or one third, of its gross commitments.

The IFC Report said: "Sales to other investors of portions of IFC's loan or equity commitments have thus far been the single largest means of making funds available to IFC for new commitments. . . . At the end of fiscal 1969, the total cost of (106) IFC-assisted development enterprises that have started operations stood at just over $1,276 million. Gross IFC investment in completed projects was $236 million. IFC's net investment in them at the end of fiscal 1969 was $159 million, or approximately an eighth of the total cost of these projects. The difference between gross and net commitments, $77 million, used similarly, would result in other completed projects of some $600 million total value."

Participation by others in many parts of the world in IFC commitments also help carry out one of the basic aims of the Corporation, to stimulate the flow of private capital into productive enterprises.

During the year IFC entered three new fields—printing and publishing in Argentina, production of animal feed additives in Venezuela, and raw silk production in Korea.

The Corporation made its largest investment to date in fiscal 1969, a $22.1 million commitment to a $60 million expansion of the Siam Cement Group companies, Thailand's largest building material producer and one of the largest cement manufacturers in Asia, to increase Thailand's output of cement, rolled steel, asbestos sheet, concrete pipe, and fireproof products. The Corporation's previous largest commitment was $20 million to a copper mining project in Mauritania during fiscal 1968.

IFC made a feeder investment in Brazil, an $8.4 million commitment to Petroquimica Uniao S.A., a $61.5-million naphtha cracking project near Sao Paula. Petroquimica is expected to make possible much further industrial expansion in Brazil, since its products are expected to be the raw materials for a series of new Brazilian enterprises running into several hundreds of millions of dollars.

IFC also made a $16 million commitment to Zuari Agro Chemicals Limited in Goa in southwest India. This was IFC's largest commitment to date in India and its second investment in facilities to help India achieve self sufficiency in food production. The first privately owned fertilizer producer in India assisted by IFC, Indian Explosives Limited, to which IFC made an $11.5 million commitment in fiscal 1967, is expected to enter into production near Kanpur late this year. Zuari Agro Chemicals is designed to produce 340,000 tons of urea annually, and Indian Explosives 450,000 tons.

Other IFC investments in fiscal 1969 were aimed at increasing steel production in Argentina, paper output in Brazil, textile output, tourism services and industrial financing in Colombia, industrial financing in Ecuador, hotel accommodations in El Salvador, lumber and paper production in Honduras, hot rolled steel strip output in Iran, hotel accommodations in Jamaica, steel output in Malaysia, fertilizer and paper production and industrial financing in Pakistan, tourism services in Tunisia, and textiles output and industrial financing in Turkey.

IFC entered actively into promotion of investments for development purposes during fiscal 1969, committing funds to two industrial and two tourism ventures, in Latin America, Africa and Asia.

Strong Government support

With strong support from the Tunisian Government, IFC took the lead in organizing and financing Compagnie Financiere et Touristique (Cofitour), a new departure in building up tourism facilities. Cofitour is a specialized company designed to promote and finance hotel and a wide range of other tourism projects throughout Tunisia. It is hoped that this technique for concentrating upon an industry of high national development potential will be a success transferable to other countries.

IFC concluded the fiscal year with net income of $7.5 million and average annual return on all investments held in portfolio of 8.45%, both higher than a year earlier.

Five nations became members during the year, bringing membership to 91 and subscribed capital to $106.5 million. The new members were the Republic of China, Mauritius, Singapore, Uruguay and Yugoslavia.

IFC closed out five investments totaling $6,791,485 in fiscal 1969. At the end of the year IFC had closed out 32 investments representing $34.9 million in 17 countries. Average return on all closed out investments, taking account of dividends, interest and other charges, profits and losses on sales of investments, and miscellaneous charges and credits, has been 8.43% a year.

U.S. exports to Eastern Europe below $40 million in first quarter

Total about $16 million less than '68's, still less than 1% of all U.S. exports; export licensing activity in second quarter down

U.S. exports to Eastern Europe during the first quarter of 1969 totaled $39.3 million, the U.S. Department of Commerce has disclosed in its 88th Quarterly Report on Export Control. This was a decrease from exports of $62.5 million in the previous quarter and also below the $55.2 million in the first quarter of 1968 but is not considered as reflecting any significant overall trend.

The report also showed a slight decline in the value of U.S. goods licensed for export to Eastern Europe in the second quarter. Figures on actual exports are available one quarter later than those for licensing.

Exports to Eastern European countries represented ½ of 1% of total U.S. exports in the first quarter.

Of the first quarter exports, the USSR received $19.7 million; Poland, $7.9 million; East Germany, $3.9 million and Romania, $3.8 million.

Principal exports to the USSR were $9.7 million of nonelectric machinery including metalworking machinery valued at $5.5 million. Other major exports to the USSR were aluminum oxide, $3.6 million; chemical woodpulp, $2.4 million; hides and skins, $1.6 million; and chemicals, $1.2 million. Exports to Poland included yellow corn, $2.5 million and raw cotton, $1.3 million.

U.S. imports from Eastern Europe in the first quarter totaled $42.9 million compared with $45.8 in the previous quarter and $58.5 in the first quarter of 1968. Imports from Eastern Europe represented six-tenths of one percent of total U.S. imports for the period.

Poland supplied $22.4 million of the imports, more than half the total, principally in canned hams and preserved pork. Imports from the USSR totaled $11.6 million, including platinum group metals, diamonds, chrome ore and undressed furskins.

License applications for $33.6 million worth of commodities were approved for export to Eastern Europe in the second quarter of 1969. This compared with $36.5 million approved in the previous quarter and $44.1 million approved in the second quarter of 1968.

Among the principal commodities licensed were chemicals and chemical products ($6.9 million, with $4.4 million to the USSR and $1.4 million to Czechoslovakia); aluminum oxide ($3.8 million to the USSR); carbon black ($1.1 million to the USSR); cold rolled steel sheet ($6.4 million total, including $4.4 million to the USSR and $1.9 million for Romania); industrial machinery ($3.3 million total, including $1.6 million of metalworking machinery for the USSR); scientific and electronic instruments ($2.6 million total, with $1.3 million for the USSR); electronic computers and peripherals ($2.8 million, including $1.6 million for Czechoslovakia); and tungsten ore ($1.4 million for East Germany).

During the second quarter of 1969, the Department also approved 34 applications to export technical data to Eastern Europe, mostly in chemicals, petrochemicals and metalworking processes. This compared with 35 approvals in the previous quarter and 26 in the second quarter of 1968.

License applications rejected during the second quarter amounted to $70 million, largely connected with construction and equipping of a foundry for a truck plant and an oil field exploration and development operation. Also denied for export in Eastern Europe in the second quarter were electronic computers, peripherals and accessories.

The 88th Quarterly Report on Export Control is for sale at 35 cents a copy by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any of the 42 U.S. Department of Commerce Field Offices.

Iran bans unnecessary drugs, limits pesticide imports

Iran's Ministry of Health has announced that import licenses for luxury or unnecessary drugs will no longer be issued. Luxury or unnecessary drugs include those whose absence would not hinder any treatment, whose price overshadows their treatment value, or which may be purchased in most cases without prescription. Therefore, import permit applications should contain factual evidence of the necessity of the drug.

The Central Bank of Iran has announced that importation of poisons for pest control and plant diseases is subject to prior approval of the Plant Conservation Organization.

ADB grants Korean company $7.5 million transport loan

The Asian Development Bank has approved a loan equivalent to $7.5 million to The Korea Express Company Limited (KEC) of the Republic of Korea to finance the foreign exchange cost of the importation of transportation and stevedoring equipment. The loan is guaranteed by the Government of Korea.

The KEC, whose origins date back to 1930, was a government-operated company until July 1968, when it was denationalized. The Government now holds only a marginal share of its capital stock. It is presently the largest integrated transport and stevedoring service enterprise in Korea, with a paid-up capital of $8.654 million.

The KEC plans to establish an integrated highway freight transportation and stevedoring service along the newly completed Seoul-Inchon Expressway and the Seoul-Pusan Expressway which is scheduled to be completed during the latter half of 1970.

The project is basically a transportation and stevedoring equipment importing operation, designed to assist the KEC in augmenting and modernizing its fleet of equipment so as to enable it to cater to the increasing highway freight transportation and stevedoring needs of the country.

In order to implement the project, the KEC proposes to (1) import large-sized, high-speed vehicles and heavy duty stevedoring equipment; (2) establish supporting truck terminals at various towns and cities; (3) establish new maintenance and repair workshops; and (4) import essential workshop equipment and also sufficient spare parts to cover the first two years of operation of the transportation vehicles and stevedoring equipment.

Spain raises taxes on luxury items

Bank interest rates also boosted to get in line with world levels

On June 30, the Spanish *Cortes* (Parliament) raised taxes on a wide variety of luxury goods and modified assessment and collection procedures on other taxes.

Although minor changes were made in the rural land tax, the urban land tax, personal income taxes and increased penalties provided for fraud and non-declaration, Finance Minister Juan Jose Espinosa stated that the measure was designed primarily to increase Government revenues. Espinosa pointed out that the Government was being asked to fund ever more expensive services, and that even if the Spanish economy operated at full capacity, there would still be a serious revenue shortfall.

The most important provisions of the bill provided significantly higher taxes on luxury items. The luxury tax on all types of equipment for reproducing sound: radios, television sets, tape recorders, microphones, and related items rose from 15 to 20%; wines, liquors and brandies to 25 and 40%, depending on price; and cigars and cigarettes as much as 49% due to a special tax on tobacco. Taxes also increased on such items as still and movie cameras (except 35 mm. movie cameras), luggage, artistic glassware, and luxury foods (i.e., caviar).

In a separate action, the Council of Ministers approved a measure raising bank interest rates, thus bringing Spanish interest rates more in line with current world levels. Spanish interest rates had long been pegged at artificially low levels to encourage industrial expansion. The move should also deflate, without causing a credit squeeze, the current economic expansion which some Spanish observers felt would lead to a repeat of the rapid inflation of the middle 60's.

The Bank of Spain rediscount rate was raised from 4.5 to 5.5%, and other raises generally fell between 0.5 and 2.0%. At the same time, bank lending guidelines were revised to prevent banks from passing on all of the increased costs of financing to their clients. A companion measure specifically authorized commercial banks to provide credit beyond 18 months.

Portugal declares Douro and Leixoes limited free ports

The Portuguese Government recently announced that limited free port activities would begin at the northern ports of Douro and Leixoes on Oct. 1 and Jan. 1, respectively. Current plans call for the installation of customs free depositories and improvement of customs facilities.

Container facilities will be installed at Leixoes. In a later phase of the development, land will be set aside on the Leixoes access roads for the construction of manufacturing plants which would also operate on a customs free basis. Customs would be applied only after an imported article is transformed through manufacture and if the product is not directly imported. The Port of Leixoes will handle an estimated six million tons of cargo per year after an oil refinery is completed in late 1969.

U.S. businessmen, African leaders to meet in Ethiopia

A roundtable conference of international businessmen and African government officials is scheduled to be held in Addis Ababa, Ethiopia, in November. This is the first meeting involving Africa in a series of off-the-record roundtables sponsored by *Business International* which date back to 1956.

The purpose of the conference is to explore possibilities of greater cooperation between international manufacturing corporations and the independent countries of Africa in order to accelerate economic growth on the African continent.

The conference will be held at the headquarters of the United Nations Economic Commission for Africa, which is assisting in making the arrangements. The dates are Nov. 16-21. Emperor Haile Selassie will officially open the roundtable.

More than 100 large U.S. manufacturing companies are members of the New York-based publishing, research, and advisory corporation, *Business International*, and over one-half of these are expected to be represented at the meeting in Addis Ababa. The group's Geneva regional office is in charge of arrangements for the African conference, and communications concerning the roundtable should be addressed to: Dudley W. Pinks, Directeur-General, Business International S.A., 54bis route des Acacias, 1227 Carouge-Geneva, Switzerland.

IFC aids expansion of synthetic fiber mill in Colombia

$1.8 million commitment is unit's 31st to nation's private firms

The International Finance Corporation, an affiliate of the World Bank, will help finance a 70% expansion in the productive capacity of Colombia's largest and most diversified synthetic fiber producer, Enka de Colombia, S.A.

The approximately $1.8 million IFC commitment to the $10.2 million expansion is IFC's second investment in Enka and its thirty-first in Colombia.

IFC's investments in Colombia have been in 16 Colombian private enterprises, including development finance companies, can-making, electrical equipment, food, home furnishings, livestock, textiles, tourism, warehousing and products made from wood.

In addition to IFC, the World Bank affiliate that finances private enterprise projects in developing countries, funds for the Enka expansion project will be provided by Colombian and foreign shareholders, European suppliers and cash generation.

The Colombian shareholders include five textile firms and Corporacion Financiera Nacional, in Medellin, and Corporacion Financiera de Caldas, in Manizales, two development finance companies in which IFC has invested. The foreign shareholders are companies of the Algemene Kunstzijde Unie (AKU) Group. This Group is one of the world's leading synthetic fiber producers, headquarted in the Netherlands.

Enka is the only nylon tire yarn and nylon tire fabric producer in Colombia. In addition, it makes nylon textile yarn as well as polyester textile yarn and staple.

The Enka plant is located at Girardota, near Medellin. The company employs 625, all but five of whom are Colombian. The expanded plant will require an additional 230 workers. AKU originally provided a technical, commercial and financial management team for Enka, nearly all of whom have been replaced by Colombians.

License to produce electronic equipment in Australia sought

Firm's executive to visit U.S. to discuss arrangements

Mr. John Bays, Director of ACI Electronics, will visit the United States during November to locate U.S. firms interested in having their products manufactured under license in Australia.

Although new, ACI Electronics has a good reputation and extensive technical research facilities. It is coupled with Consolidated Nucleonics Pty., Ltd., which deals in nuclear equipment, industrial nucleonics, commercial irradiation equipment, isotopes, survey meters, electronic equipment and oceanographic equipment. Both are part of Australian Consolidated Industries, Ltd., (ACI).

ACI is the holding company for a large group of firms engaged in the manufacture of such products as: glass containers, pressed and blown glass, sheet and figured rolled glass; fibreglass; plastics; structural steel, metal working; corrugated fiberboard containers; refractories and wood cases and crates.

ACI Electronics plans to expand in four basic areas. They are:

Light current group: nuclear rate meters; nuclear scalers using decatron and numerical tube indicators; numerical indicators and sensors to measure length, speed, acceleration, time, frequency, viscosity, temperature, color, thickness, and weight.

Heavy current group: variable speed motor drives; automatic electrical gear boxes; variable frequency power supplies to drive up to 3 hp AC motors; heating power supplies by thyristors in excess of 100 kw; automatic solid state power change-over switches; very low speed vibration free drives and tension controls.

Communications group: SSB transmitters, transceivers, and receivers in the 1-150 m/cs range from a few watts up to 1½ kw. This includes: ratio telephones, 1-9 m/cs, 6 channel, 25w, solid state, 100w valve types; linear amplifiers, 400w to 1½ kw PEP output over 1-150 m/cs; amateur transceivers covering 1.8, 3.5, 7, 14, 21, and 30 m/cs bands, 600w PEP output; linear transverters from 30 m/cs to 150 m/cs; telemetric system, 12 channel, 3 simultaneous, using digital pulse code techniques; marine ship-to-shore radio telephones, direction finding equipment and depth gauging equipment.

Components group: a wide range of electronic components exploiting ACI expertise in ceramics and plastics.

In addition, ACI Electronics has indicated particular interest in electronic security systems. The firm would welcome the opportunity to discuss joint ventures as well as licenses.

At present, Mr. Bays itinerary is as follows: New York Nov. 4/5, Bridgeton, Mo. Nov. 6, Benton Harbor, Mich. Nov. 7, Toledo, Ohio Nov. 11, Miamisburg, Ohio Nov. 17, Waltham, Mass. Nov. 18. He intends to leave the U.S. by Nov. 22.

To arrange appointments in the U.S., interested firms should write: Mr. John Bays, Dir., ACI Electronics, ACI Technical Center Pty. Ltd., P.O. Box 1 Waterloo, N.S.W. 2017, Australia. WTD available on Australian Consolidated Industries Ltd., and Consolidated Nucleonics Pty. Ltd. **P-70185.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Angola firm needs capital to develop resort hotel

An Angolan firm, holding an exclusive concession from the government for the exploration of mineral water springs at Hama, is seeking capital to develop a tourist complex. The site of the proposed resort hotel is 45 miles north of Nova Lisboa in central Angola on the main highway from the capital at Luanda. Plans call for a 50 room hotel, a swimming pool, private mineral baths, and a bottling plant.

Excavations have been completed and catch basins have been built around three springs by the company. There are no resort hotels or mineral baths in Angola at present.

U.S. firms interested in obtaining additional information on this opportunity should **write:** Aguas Minero-Medicinais do Hama, Ltda., C.P. 671, Luanda, Angola. WTD. **P-70183.**

German firm wants licenses to expand product line

A manufacturer and exporter of essences and flavors for alcoholic beverages and soft drinks; spice concentrates and compositions for the canning, soup and meat industries, seeks U.S. license for similar products.

Established in 1911, the firm and its products enjoys world-wide recognition. It reports annual sales of approximately $2.5 million In addition to its modern facilities, the firm owns warehouse and delivery depots in the larger cities of Germany.

Write: Westfaelische Essenzen-Fabrik, Attn: F. W. Baecker, KG, 34-38 V onder-Tannstr., 46 Dortmund, West Germany. WTD. **P-70181.**

Licensing arrangements sought by Italian producer

An Italian producer of electric water coolers, portable ice cream containers, coffee coolers for frozen coffee, and soft drink cooler/dispensers, seeks licensing arrangements with U.S. firms for products compatible with its present line.

Firms desiring additional details should **write:** Frigotecnica Zerilli, Viale Regione Siciliana (Localita' Pezzinga), 90144 Palermo, Italy. WTD. **P-70180.**

World Trade Opportunities Continued through page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit number and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

01130—JAMAICA—Red kidney beans, quotations in 1,000-2,000 lbs. range (c.i.f. preferred). Agricultural Marketing Corp. (distributor), 188 Spanish Town Rd., Kingston 11. (Cable Address: AGMACO Kingston Jamaica). WTD in preparation.

201 Meat products

20111—GERMANY—Frozen beef. Requests price quotations c.i.f. Hamburg. Correspondence requested in German. H. Landwehr, Lippische Fleischwaren- und Konservenfabrik (distributor, manufacturer, exporter), 491 Lage/Lippe, Postfach 24. WTD 8/69.

20114—GERMANY—Frozen pork livers. Requests price quotations c.i.f. Hamburg. Correspondence requested in German. H. Landwehr, Lippische Fleischwaren- und Konservenfabrik (distributor, manufacturer, exporter), 491 Lage/Lippe, Postfach 24. WTD 8/69.

20118—LIBYA—Canned meats. Libyan International Trading Agency (importer, distributor, retailer), 44/3 Sciara Al Maamun, P.O. Box 3276, Tripoli. WTD in preparation.

203 Canning, preserving foods

20331—LIBYA—Canned fruits. Libyan International Trading Agency (importer, distributor, retailer), 44/3 Sciara Al Maamun, P.O. Box 3276, Tripoli. WTD in preparation.

220 Textile mill products

● **22000—NEW ZEALAND**—Requirements: 530,330 linear yards of textile mill products for hospital use. Included are calico, casement cloth, cellular cotton, drill, flannelette, pillow cotton white, sheeting, and towelling. Also, 130 reels of tape (1,000 yds. each), 4,418 dozen bath towels, and 10,105 counterpanes.

Bids to be mailed to the Supply Officer, Auckland Hospital Board, P.O. Box 5546, Auckland 1, New Zealand. The closing date for bids is 12 noon, Oct. 27. Requisite samples must be submitted by Sept. 19. Tender documents available from Office of Textiles, U.S. Department of Commerce, Room 5026, Washington, D.C. ★(Telephone: 202-967-5238).

222 Broad woven fabric mills, manmade fiber, silk

22219 — HONG KONG — Polyester/wool, men's suiting fabrics. International Mercanhouse (importer, exporter), G.P.O. Box 15011. WTD 10/68.

225 Knitting mills, products

22541—AUSTRIA—Men's, boys' knit shirts of light jersey material in assorted lots up to 50,000; long and short sleeves. NOBI-Brueder Neumann, Waesche- und Oberbekleidungsfabrik (importer, distributor, manufacturer), Esslinggasse 13, A-1010 Vienna. WTD 12/68.

228 Yarn, thread mills, products

● **22800—BURMA**—Requirements: 109,782 lbs. of 44/1 polyester cotton blended yarn on beam; 82,800 lbs. of 44/1 polyester cotton blended yarn on cone or cheese; 4,000 lbs. of 44/2 combed and dyed polyester cotton blended yarn; 5,000 lbs. of 40/Denier nylon yarn on cone or cheese; and 3,500 lbs. of 40/Denier polyester yarn.

Bids to be mailed to the Chairman, Textile Mills Procurement Committee, 53 Pyidaungsu yeiktha Road, Rangoon, Burma.

The closing date for bids is 4 p.m. Sept. 30. Tender documents available from Office of Textiles, U.S. Department of Commerce, Room 5026, Washington, D.C. ★(Telephone: 202-967-5238).

229 Textile goods

22953—AUSTRIA—Leather imitation fabrics for garment industry in lots up to 5,000 yds. NOBI-Brueder Neumann, Waesche- und Oberbekleidungsfabrik (importer, distributor, manufacturer), Esslinggasse 13, A-1010 Vienna. WTD 12/68.

232 Men's, youths', boys' furnishings, work clothing

23221—AUSTRIA—Men's, boys' shirts; only low-priced surplus stocks. NOBI-Brueder Neumann, Waesche- und Oberbekleidungsfabrik

(importer, distributor, manufacturer), Esslinggasse 13, A-1010 Vienna. WTD 12/68.

233 Women's, misses', juniors' outerwear

23351—LIBYA—Women's, misses', juniors' dresses. Libyan International Trading Agency (importer, distributor, retailer), 44/3 Sciara Al Maamun, P.O. Box 3276, Tripoli. WTD in preparation.

234 Women's, misses', children's, infants' under garments

23412—LIBYA—Women's, misses', children's, infants' underwear. Libyan International Trading Agency (importer, distributor, retailer), 44/3 Sciara Al Maamun, P.O. Box 3276, Tripoli. WTD in preparation.

238 Miscellaneous apparel, accessories

23850—AUSTRIA—Raincoats for men and boys; only low-priced surplus stocks. NOBI-Brueder Neumann, Waesche- und Oberbekleidungsfabrik (importer, distributor, manufacturer), Esslinggasse 13, A-1010 Vienna. WTD 12/68.

239 Fabricated textile products

23920—SPAIN—Rags, cleaning, used and/or new. Industrias Santa Ana-Martinez, S.R.C. (importer, distributor, manufacturer), Teniente Duran, 10, Alicante. WTD 8/69.

243 Millwork, veneer, plywood, prefabricated structural wood products

24322—IRELAND—Douglas fir plywood 8 ft.x4ft. in all thicknesses from ¼" to ¾" and in all grades, including some 10ft.x4ft. A. Noyek & Sons Ltd. (importer, distributor, agent), 200 Parnell St., Dublin 1. WTD 3/69.

262 Paper mills, products

● **26200—IRAN**—Eighty tons of duplex and triplex board and 30 tons of kraft paper needed by the Iranian Tobacco Company.

Duplex board requirements, amounting to 30 tons, to be provided in sheets measuring 50x72 cms. and 50x100 cms. and with substance of 425 grams/m² ± 20 grams.

Triplex board tonnage to be provided in bobbins of 425 mm widths. Triplex board to have both sides glazed and have substance of 425 grams/m² ± 10/20 grams.

Kraft paper is to have substance of 60 grams/m² ± 3 grams and to be provided in sheets measuring 40x42 cms.

Bid deadline Nov. 9.

Copy of tender form with specifications and conditions available from the Forest Products and Packaging Division, BDSA, Room 4007, U.S. Department of Commerce, Washington, D.C., 20230. ★(Telephone: 202-967-3530).

263 Paperboard mills, products

● **26300—IRAN**—Eighty tons of duplex and triplex board and 30 tons of kraft paper needed by the Iranian Tobacco Company.

Duplex board requirements, amounting to 30 tons, to be provided in sheets measuring 50x72 cms. and 50x100 cms. and with substance of 425 grams/m² ± 20 grams.

Triplex board tonnage to be provided in bobbins of 425 mm. widths. Triplex board to have both sides glazed and have substance of 425 grams/m² ± 10/20 grams.

Kraft paper is to have substance of 60 grams/m² ± 3 grams and to be provided in sheets measuring 40x42 cms.

Bid deadline Nov. 9.

Copy of tender form with specifications and conditions available from the Forest Products and Packaging Division, BDSA, Room 4007, U.S. Department of Commerce, Washington, D.C., 20230. ★(Telephone: 202-967-3530).

● The Iranian Tobacco Company needs 200 tons of triplex board. Of the total, 100 tons to be provided one side glazed and one side white with substance of 270-280 gr/m² and in sheets measuring 43x62 cms. and 46x54 cms. The remaining 100 tons to be made one side glossy, one side white, with substance of 270-280 gr/m² and provided in 305 mm. wide bobbins.

Bid deadline Nov. 6.

Copy of tender form with specification and conditions available from the Forest Products and Packaging Division, BDSA, Room 4007, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-3530).

26311—IRELAND—Corrugated paperboard for manufacture of cartons; sheets should measure 60 ins. sq. Nagol Ltd. (manufacturer), Shannon Free Airport, County Clare. WTD 8/69.

273 Books

27313—GERMANY—New books, philosophy, educational, psychology, sociology, ancient and modern history, political science, economics, geology, botany, journalism. Requests price quotations c.i.f. European ports. August Baader, Buchhandlung (importer, retailer, exporter), 44 Muenster/W., Postfach 52. WTD 8/69.

Interested in new scientific books for universities. Requests replies from publishers or universities only with price quotations c.i.f. European ports. Correspondence requested in German. Gustav Brockmeyer, Buchhandlung (importer, distributor, retailer), 463 Bochum, Viktoriastrasse 1. WTD 8/69.

27313—SPAIN—Books, scientific, technical, professional. Correspondence requested in Spanish. Libreria Diaz de Santos (importer, distributor, retailer), Lagasca, 95, Madrid (6). WTD 7/69.

281 Industrial chemicals

28190—COLOMBIA—Chemical raw materials for the galvanoplasty industry such as nickel sulphate, nickel chloride, zinc chloride, boric acid, rhodium cyanide, zinc cyanide, copper cyanide. Galvanoplastia & Metalurgia Ltda., Galvametalurgia (importer, distributor, agent), Calle 8-A No. 34-34—Apartado Aereo 17992, Bogota. WTD 8/69.

28192—LIBYA—Inorganic industrial and household bleaching compounds. Libyan International Trading Agency (importer, distributor, retailer), 44/3 Sciara Al Maamun, P.O. Box 3276, Tripoli. WTD in preparation.

282 Synthetic materials

28211—GERMANY—Polystyrene raw materials for production of thermoplastics. Requests price quotations c.i.f. European ports. Emsa-Werk Wulf & Co. (distributor, manufacturer, exporter), 4407 Emsdetten, Postfach 1249. WTD 8/69.

28213—GERMANY—Polyethylene resins for production of thermoplastics. Requests price quotations c.i.f. European ports. Emsa-Werk Wulf & Co. (distributor, manufacturer, exporter), 4407 Emsdetten, Postfach 1249. WTD 8/69.

283 Drugs

28349—GERMANY—Egg washing agents; new veterinary preparations for poultry. Requests price quotations f.o.b. American ports. Vigor-Tierarzneimittel und Tierbedarfsmittel GmbH. (importer, distributor, manufacturer), 4153 Huels bei Krefeld, Postfach 13070. WTD 8/69.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

● **28400—HONG KONG**—Supply of tooth paste, 79,700 tubes each, medium size, net content: 45-50 grams (smooth homogeneous products free from harmful abrasives). Tender No. U-52502, bid deadline Oct. 10. The Director of Government Supplies, Government Supplies Department, Oil Street, North Point, Hong Kong.★ (Telephone: 202-967-3464). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415-556-5868).

28445—LIBYA—Cosmetics and toilet preparations. Libyan international Trading Agency (importer, distributor, retailer), 44/3 Sciara Al Maamun, P.O. Box 3276, Tripoli. WTD in preparation.

291 Petroleum refining

● **29100—KOREA**—Lubricating oil for diesel rail car torque converter, 41,055 liter. Bid No. KFX-9197-N, P.R. No. 69-G-104 (Part II). Bid deadline 2 p.m. (Korean Standard Time), Sept. 29. Office of Supply, Government of the Republic of Korea, Seoul, Korea. Additional information available from Petroleum and Coal Division, BDSA, 673, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-2355).

307 Plastic products

30791—GERMANY—Plastic film, sheets, sheeting for packaging. Requests price quotations c.i.f. European ports. Emsa-Werk Wulf & Co. (distributor, manufacturer, exporter), 4407 Emsdetten, Postfach 1249. WTD 8/69.

311 Leather tanning, finishing

31119—HONG KONG—Genuine leather for making garments. International Mercanhouse (importer, exporter), G.P.O. Box 15011. WTD 10/68.

329 Abrasive, asbestos, nonmetallic mineral products

32970—AUSTRIA—Refractory materials for insulation of gas, oil-fired industrial burners and furnaces with very low thermal conductivity withstanding temperatures of about 2320° F. UNITHERM Oesterr. Gesellschaft f. universelle Waermetechnik m.b.H. (manufacturer, exporter), Nemelkagasse 9, A-1111 Vienna, P.O. Box 96. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

● **33500—BANGKOK**—Supply of 25 KV copper cable, cross-linked polyethylene insulated. PVC jacketed, single core, 2,000 meters for No. 2/0 AWG and 6,000 meters for No. 2 AWG. Terminators, porcelain bushing type with KV BIL, 120 kits for No. 2 AWG. 200 straight joint splicing kits. Tender No. MEA-PSD-172.

Bid deadline Oct. 31. Contact Purchase & Stores Department, Metropolitan Electricity Authority, 121 Chakraphet Road.

● **33500—BURMA**—Supply of underground telephone cables, other related items. Tender No. 37-DGPT/4-L (68-69). Bid deadline Oct. 25.

Exporters should contact The Controller, Posts and Telecommunications Stores, 57th St., Rangoon, Burma. Copies of tender available, on a loan basis, from the Copper Division, Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-3883).

● **33522—BURMA**—Supply of 270,000 corrugated aluminum sheets ranging from 6′ x 8/3 x 24 SWG to 8′ x 10/3 x 26 SWG.

Bid deadline Oct. 10. Specifications available from Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-3602) and from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

342 Cutlery, hand tools, general hardware

34232—CYPRUS—Hand operated tools. Requests quotes c.i.f. Cyprus. Direct purchase and agency. The Co-operative Supply Organization for Agricultural Machinery "Agrotechnica" Ltd. (importer, distributor, agent), Co-operative Palace, Gregory Afxentiou St., P.O.B. 1118, Nicosia. WTD in preparation.

343 Heating apparatus, plumbing fixtures

● **34300—ARGENTINA**—Supply, installation and start up of the auxiliary equipment including one each boiler, 7,000 kg/hr of saturated dry steam, plus air compressors, auxiliary pumps and generators. Partially financed by the Inter-American Development Bank. Tender No. 57/69. Bid deadline Oct. 6. Specifications available for approximately $36. Agua y Energia Electrica, Corrientes 531, Piso 2°, Buenos Aires.

348 Fabricated wire products

34810—GERMANY—Welding rods. Direct purchase and agency. Sauer Ludwig (distributor, agent), 61 Darmstadt, Postfach 4112. WTD 8/69.

349 Fabricated metal products

● **34900—INDIA**—Supply of 7.0 ft. by 10.5 ft. slide gates for outlet works. Tender No. 201/03/808/6.3.69/Cell, bid deadline Nov. 5. Director General, Supplies and Disposals, Jeevantara Bldg., New Delhi. Copy of tender available from the General Industrial Equipment Division, BDSA-647, Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-5585).

351 Engines, turbines

● **35100—BRAZIL**—Applications for prequalification of bidders to design, manufacture and supply eight each Francis vertical type turbines rated 240,000 metric hp. each at 60 meter head for Marimbondo and two each of same description, rated 225,000 mpr at 94 meter head for FURNAS. Application will be received until Nov. 30. Loan being negotiated with IBRD. Central Electrica de Furnas S/A, Rua Sao Jose 90-3rd Floor, Rio de Janeiro, GB ZC-21, Brazil.

35197—SOUTH AFRICA—Stationary diesel engines in range of sizes from zero to 50 hp.; as above, 50 hp. and over. Wishes to make long term arrangements for purchase, assembly, or manufacture under license. Hubert Davies & Co. Ltd. (distributor, manufacturer), No. 1 Main St. and P.O. Box 1386, Johannesburg. WTD 10/68.

352 Farm machinery

35223—CYPRUS—Planting, seeding, and fertilizing machinery, parts. Requests quotes c.i.f. Cyprus. Direct purchase and agency. The Co-operative Supply Organization for Agricultural Machinery "Agrotechnica" Ltd. (importer, distributor, agent), Co-operative Palace, Gregory Afxentiou St., P.O.B. 1118, Nicosia. WTD in preparation.

35224—CYPRUS—Plows, listers, harrows, rollers, pulverizers, stalk cutters, and parts. Requests quotes c.i.f. Cyprus. Direct purchase and agency. The Co-operative Supply Organization for Agricultural Machinery "Agrotechnica" Ltd. (importer, distributor, agent), Co-operative Palace, Gregory Afxentiou St., P.O.B. 1118, Nicosia. WTD in preparation.

35228—CYPRUS—Sprayers and dusters, in-

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312, 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and South Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

cluding parts for replacement and repair, attachments. Requests quotes c.i.f. Cyprus. Direct purchase and agency. The Co-operative Supply Organization for Agricultural Machinery "Agrotechnica" Ltd. (importer, distributor, agent), Co-operative Palace, Gregory Afxentiou St., P.O.B. 1118, Nicosia. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

● **35300—SINGAPORE**—Supply and delivery of 35 unit diesel powered short mast forklift trucks of 5,000 lb. capacity. Bid deadline Oct. 14. Tender forms and specifications are obtainable upon a deposit of $165.30 (deposit will be refunded on receipt of a bonafide tender) from the Purchasing Officer, Port of Singapore Authority, P.O. B. 300, Singapore 1.

35316—VENEZUELA—Mixers for concrete. Distribution for State of Zulia. Correspondence requested in Spanish. C. A. Ferreteria del Lago (importer, distributor), Avenida 9 B, No. 88-47, Maracaibo, Estado Zulia, Apartado 120. WTD 8/67.

35362—KOREA—Overhead traveling crane: one set of girder type of crane with carrying capacity of 30,000 kg. on the load hook main lifting; 10,000 kg. on the load hook auxiliary lifting; span between cranes rail centers—22,500 m/m; height of track—14,400 m/m (from floor level); crane rail width—100 m/m. One set of girder type crane with capacity of main lifting 15,000 kg. on the load and auxiliary lifting 5,000 kg.; span between crane rail centers—16,000 m/m; height of track—11,000 m/m from floor level, 12,400 m/m from ground level; crane rail width—55 m/m. SHIN GmbH-Korea (distributor, agent), C.P.O. Box 737, Seoul. WTD 8/69.

354 Metalworking machinery

● **35400—SOUTH AFRICA**—Hot leveler and associated equipment. Inquiry No. V166, bid deadline Oct. 3. Capital Buying South African Iron and Steel Industrial Corp., Ltd., P.O. Box 450 Pretoria, Transvaal. Tender documents may be obtained from the address given above against a deposit of R50.00 (70 cents).

35452—GERMANY—Precision measuring tools. Direct purchase and agency. Hans Wilhelm Mueller (importer, distributor, agent), 532 Bad Godesberg, Plittersdorfer Strasse 119. WTD 8/69.

35482—VENEZUELA—Tools, hand; power driven (electric) woodworking; hammers, pneumatic. Distribution for State of Zulia. Correspondence requested in Spanish. C. A. Ferreteria del Lago (importer, distributor), Avenida 9 B, No. 88-47, Maracaibo, Estado Zulia, Apartado 120. WTD 8/67.

35483 — GERMANY — Welding equipment. Direct purchase and agency. Sauer Ludwig (distributor, agent), 61 Darmstadt, Postfach 4112. WTD 8/69.

355 Special industry machinery

35513—CHILE—Poultry packing plant, machinery and equipment, complete capacity 30,000 to 40,000 cans (large and medium sized). Correspondence requested in Spanish. Victor Sbarbaro Campos (poultry farm), Granja Avicola Lo Carmen, Portales 51, Tome. WTD in preparation.

35513—SPAIN—Fresh tomato wrapping machinery. Embalor International Supplies (importer, distributor), Mas de Gaminde, 43, Las Palmas de Gran Canaria. WTD 7/69.

35595—MEXICO—Entire plant, completely automatic, for manufacture, in various colors, of construction bricks or blocks from limestone and sand. Requests prices c.i.f. Veracruz by water or rail. Correspondence requested in Spanish. Impulsora de Construcciones de Veracruz, S.A. (importer), Mario Molina No. 113-Veracruz, Ver. WTD in preparation.

356 General industrial machinery

35612 — VENEZUELA — Pumps, hydraulic. Distribution for State of Zulia. Correspondence requested in Spanish. C. A. Ferreteria del Lago (importer, distributor), Avenida 9 B, No. 88-47, Maracaibo, Estado Zulia, Apartado 120. WTD 8/67.

35613—CYPRUS—Domestic water systems and pumps including pump jacks and cylinders. Requests quotes c.i.f. Cyprus. Direct purchase and agency. The Co-operative Supply Organization for Agricultural Machinery "Agrotechnica" Ltd. (importer, distributor, agent), Co-operative Palace, Gregory Afxentiou St., P.O.B. 1118, Nicosia. WTD in preparation.

35614 — VENEZUELA — Compressors, air. Distributors for State of Zulia. Correspondence requested in Spanish. C. A. Ferreteria del Lago (importer, distributor), Avenida 9 B, No. 88-47, Maracaibo, Estado Zulia, Apartado 120. WTD 8/67.

358 Service industry machines

35852—GERMANY—Air conditioners which can be built in walls and in windows for industry. Requests price quotations f.o.b. factory. Regul-Air Klimatechnik, Tueffers KG. (importer, distributor), 576 Neheim-Huesten 1, Postfach 353. WTD 8/69.

35853—ISRAEL—Refrigeration and airconditioning equipment and spare parts—commercial and industrial. Direct purchase and agency. Refrigeration Service Co., Ltd. (importer, agent), 38 Hahalutzim St., Tel Aviv. WTD 1/69.

35857—VENEZUELA—Soda fountain, bar, hotels, restaurant equipment, accessories. Correspondence requested in Spanish. Rodriguez y Trujillo C.A. (importer, distributor), Ed. San Gerardo, Av. Las Aulas, Los Chaguaramos, Caracas. WTD 6/69.

35890—GERMANY—Water treatment equipment based on reverse osmosis (complete systems, as well as parts). Direct purchase and agency. August Klueber, Apparatebau und Wasseraufbereitung GmbH (importer, manufacturer), P.O. Box 8, 6905 Schriesheim. WTD 7/68.

35892—GERMANY—Water softeners, household type (complete apparatus, as well as parts). Direct purchase and agency. August Klueber, Apparatebau und Wasseraufbereitung GmbH (importer, manufacturer), P.O. Box 8, 6905 Schriesheim. WTD 7/68.

35892—JAPAN—Equipment to thaw commercial frozen foods (meats, broilers, fish). Direct purchase and agency. Matsushita Electric Trading Co., Ltd., Attn: Nobuo Kaneda, Mgr., Market Development Dept. (importer), 5-71 Kawara-machi, Higashi-ku, Osaka. WTD 3/69.

361 Electric transmission distribution equipment

● **36100—BRAZIL**—Applications for prequalification of bidders for the supply of transmission line materials, and accessories. Applications will be received until Nov. 14. Financed by IBRD loan. Central Electrica de Furnas S/A, Rua Sao Jose, 90-3rd Floor, Rio de Janeiro, GB ZC-21.

● **36100—INDIA**—Supply of one portable potentiometric temperature indicator suitable for measuring thermocouple temperatures, mili-volt outputs, and calibration of other temperature instruments. Tender No. GMI-345/69-D, bid deadline Oct. 5. Requested by K. S. Srivastava, Senior Purchase Officer, Fertilizer Corporation of India, P.O. Fertilizer Factory, Gorakhpur, U.P., India. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. (Telephone: 415-556-5868).

● **36100—INDIA**—Supply, erect and testing three each 3,000 KW rectifier sets in railroad traction sub-station. Tender No. W. 828.B.LP 19 TR8, bid deadline Oct. 31. Specifications available for $13.33 from the General Manager (Electrical), Central Railway, Parcel Office Building (2nd Floor) Victoria Terminus, Bombay 1 BR.

● **36100—TRINIDAD**—Supply six each 3 phase, oil immersed, double wound, natural air cooled power transformers, 3,000 KVA. Tender No. 1784, bid deadline Nov. 7. The Purchasing Officer, Trinidad & Tobago Electricity Commission, P.O. Box 121, Port of Spain, Trinidad, W.I.

Specifications available from the Power & Electrical Equipment Division BDSA Room 4124, Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-4241). One copy Specifications for review only also available from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

36111—COLOMBIA—Electric measuring instruments. General information requested. Henrik A. Langebaek & Kier Ltda., Instrumentacion (importer, distributor, retailer), Carrera 7 No. 48-59-Apartado Aereo 6287, Bogota. WTD 7/69.

36113—ISRAEL—Complete line of measuring equipment and testing devices for electronic industry. Direct purchase and exclusive agency. Avinoam Bar-Lev Agencies (Electronics) (importer, distributor, agent), 14 Bergson St., Tel Aviv. WTD 3/69.

36122—KOREA—Power and distribution transformers, 15 MVA, 22 Kv; one assembly. SHIN GmbH-Korea (distributor, agent), C.P.O. Box 737, Seoul. WTD 8/69.

362 Electrical industrial apparatus

● **36212—BRAZIL**—Applications for prequalifications of bidders for manufacture and delivery of synchronous generators, designed for coupling to vertical Francis turbines, eight each units, total 1,400 MW for Marimbondo hydro plant and two units, 150 MW for Furnas hydro plant. Applications will be received until Oct. 1. Loan being negotiated with IBRD. Central Electrica de Furnas S/A, Rua Sao Jose 9-3rd Floor, Rio de Janeiro, GB ZC-21.

36231 — GERMANY — Arc welding equipment. Direct purchase and agency. Sauer Ludwig (distributor, agent), 61 Darmstadt, Postfach 4112. WTD 8/69.

363 Household appliances

36321 — LIBYA — Household refrigerators (medium and small) equipped for 50 cycle 220 volts. Requests catalogs, price list c.i.f. Benghazi. Ahmed Kassem Establishment (importer, distributor, retailer), P.O. Box 18, Benghazi. WTD in preparation.

36343 — GERMANY — Humidifiers and dehumidifiers, which can be built in walls and in windows for industry. Requests price quotations f.o.b. factory. Regul-Air Klimatechnik, Tueffers KG. (importer, distributor), 576 Neheim-Huesten 1, Postfach 353. WTD 8/69.

364 Electric lighting, wiring equipment

36422 — YUGOSLAVIA — Electric lighting equipment, fixtures for color-television studio. Bid deadline Nov. 12; sealed envelope requested. Radio-televizija Beograd (television station), "ZA KONKURS"-Komisiji za izbor, Takovska 10, Beograd, Yugoslavia. WTD in preparation.

365 Radio, television receiving sets

36514—ISRAEL—Music distribution apparatus (tape recorders) cassette-type for cars; tapes (four and eight tracks), tape cartridges. Direct purchase and exclusive agency. Avinoam Bar-Lev Agencies (importer, distributor, agent), 14 Bergson St., Tel Aviv. WTD 3/69.

366 Communication equipment

36626—AUSTRIA—Laser equipment for metal working purposes (drilling, cutting, welding). UNITHERM Oesterr. Gesellschaft f. universelle Waermetechnik m.b.H. (manufacturer, exporter), Nemelkagasse 9, A-1111 Vienna, P.O. Box 96. WTD in preparation.

367 Electronic components, accessories

36790—ISRAEL—Complete line of electronic components and accessories, such as capacitors, condensors, inductors. Direct purchase and exclusive agency. Avinoam Bar-Lev Agencies (Electronics) (importer, distributor, agent), 14 Bergson St., Tel Aviv. WTD 3/69.

36792—COLOMBIA—Tubes and disks for ceramic capacitors. General information requested. Henrik A. Langebaek & Kier Ltda., Instrumentacion (importer, distributor, retailer), Carrera 7 No. 48-59-Apartado Aereo 6287, Bogota. WTD 7/69.

371 Motor vehicles, motor vehicle equipment

37141—COLOMBIA—Spare parts, accessories for automotive vehicles. Catalogs, price lists requested. Importadora Master Ltda. (importer, distributor), Carrera 33 No. 13-35-Apartado Aereo 3610, Bogota. WTD 8/69.

37141 — COLOMBIA — Spare parts, accessories for automotive vehicles. Catalogs, price lists requested. Tuercas & Tornillos S.A. (importer, distributor, retailer), Avenida Caracas No. 11-61, Bogota. WTD 8/69.

37141 — VENEZUELA — Automotive spare parts, accessories. Distribution for Caracas, central states of Venezuela. Correspondence requested in Spanish. Miguel Antonio Vassallo "Cristaleria Vassallo" (distributor, manufacturer), Esquina La Floresta, Santa Ana No. 13-1, El Cementerio, Caracas. WTD 6/69.

374 Railway equipment

● **37400—SUDAN**—Supply of 6000 tires for carriage and wagon wheels. Copies of tender may be obtained from Sudan Railways, Office of Controller of Stores, P.O. Box 65, Atbara, Khartoum. Bid deadline 12 p.m. Wed. Oct. 8.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—KOREA**—Supply of test equipment including moisture meter; compression apparatus; vacuum oven; water tester; rubber tester; launder tester; dynamometer; flash point tester; and more. Tender No. KFX-9192-S (Part I), bid deadline Oct. 8. Requested by the Office of Supply, Govt. of the Rep. of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

384 Surgical, medical, dental instruments

● **38400 — CEYLON** — Supply of surgical gloves in the following quantities and size: 72,000 pairs, size 7½; 64,000 pairs, size 7; 40,000 pairs, size 6½; 4,000 pairs, size 8; 6,000 pairs, size 6. Bid deadline Oct. 14. Requested by the Chairman, Tender Board, Department of Health, P.O. Box No. 584, Colombo, Ceylon.

Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939). Copies available also from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008. Review copies also available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. (Telephone: 415-556-5868).

● **38400—CONGO** (Kinshasa)—Supply of hospital equipment in quantities of 10 to 50 including delivery, operation, and examination tables, chairs, stretchers, orthopedic beds, electric and kerosene heated autoclaves and instrument cases. Bid deadline Oct. 10. Requested by DCMP, Ministry of Health, P.O. Box 1497, Kinshasa 1, Democratic Republic of Congo. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. (Telephone: 415-556-5868).

● **38400—KOREA**—Supply of hospital equipment including automatic machine for filling ampoules and vials, other related items; major operating table; table with removable tray for autoclaving; intensive care bed; treatment furniture; and more. Tender No. KFX-9192-S (Part II), bid deadline Oct. 8. Requested by the Office of Supply, Govt. of the Rep. of Korea, Seoul, Korea.

Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

● **38400—MALAWI**—Supply of 79 items of hospital supplies including bottles, flasks, pipettes, rubber tubing, test tubes, any many more. Tender No. 69/9.

Bid deadline Oct. 23.

Requested by the Secretary, Medical Buying Board, Private Bag 10, Blantyre, Malawi. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. (Telephone: 415-556-6868).

38410—GERMANY—High quality electromedical appliances. Requests price quotations c.i.f. European ports. Hirtz & Co. KG. (importer, distributor, manufacturer, retailer), 5 Koeln-Bayenthal, Bonner Strasse 180. WTD 8/69.

38423—GERMANY—Protective clothing for welders. Direct purchase and agency. Sauer, Ludwig (distributor, agent), 61 Darmstadt, Postfach 4112. WTD 8/69.

Malaysia cites needs for carrier equipment

The Director General, Telecommunications Department, Malaysia, has issued Tender No. 7983A, for the supply of subscriber carrier equipment. The bid deadline has not been set, but is expected to be made known within the next three weeks.

Bid should offer 1350 units of subscriber carrier equipment, complete with installation and maintenance manuals.

Copies of tender announcement and specifications are available from the Director General, Telecommunications Department, Government of Malaysia, Kuala Lumpur or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4823).

Australia issues tenders on common user data network

The Postmaster General's Department, Australia, has issued Tender No. C5750, for the supply and installation of a common user data network.

Bid deadline is Oct. 16.

Bid should offer equipment and services necessary to establish a computer based message switching and data network.

Copies of tender announcement and specifications are available from the Postmaster General's Department, 199 William Street, Melbourne, Victoria 3,000, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4823).

Malaysia issues notice to construction bidders

The Selangor State Government has called for bids on civil engineering works for its Kuala Lumpur Water Supplies Scheme-Stage 1 at S. Langat, near Kuala Lumpur.

The contract comprises the construction of a river intake works, treatment works of 14 m.g.d. capacity, a chemical store, a pumping station, a clear water tank, a 4½, a 4 and a 2½ m.g.d. reinforced concrete reservoir, and all ancillary works and access roads. The bid deadline has not as yet been fixed.

Tender documents are available from the Government's consulting engineers, Binnie & Partners (Malaysia), 7th Floor, Mercantile Bank Bldg., Kuala Lumpur, Malaysia. Each set costs 500 Malaysian dollars; this fee is refundable upon receipt of a bona fide tender or the return of the tender documents before the bid closing date. Payment should be in the form of a crossed check in favor of the Government of Selangor.

Libya plans variety of construction projects

The National Social Insurance Authority of Libya is seeking tenders on seven construction projects with an estimated cost of 7 million Libyan pounds (about $20 million). The projects include the construction of clinics, hospitals, office buildings, and housing units. Tenderers may submit bids for one or more projects. Bid deadline is Nov. 10.

Copies of a report providing instructions for tendering and additional information on these projects are available from the Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3602) and the U.S. Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415-556-5868).

Thailand tender calls for supply, installation of telephone items

The Telephone Organization of Thailand has issued Tender No. 122/12, for the supply and installation of twenty-four items of telephone terminal equipment. Bid deadline is Oct. 6.

Tender specifications may be purchased for $100 per set. Bid bond equivalent to Baht 2 million (approximately $100) is required. This equipment is required for 24 sub-stations of the provincial telephone network. Value of tender is over $1 million.

Copies of tender announcement and specifications are available only from the Telephone Organization of Thailand, Ploenchitt Road, Bangkok, Thailand.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

01137—SPAIN—Field crops, seeds, especially corn sorghum. Mr. Antonio Escobio Gonzalez (agent), Apartado Postal #519, Las Palmas de Gran Canaria. WTD 8/69.

01195—SPAIN—Oil bearing crops, especially soybeans, peanuts (groundnuts), flaxseed (linseed). Mr. Antonio Escobio Gonzalez (agent), Apartado Postal #519, Las Palmas de Gran Canaria. WTD 8/69.

202 Dairy products

20261—HONG KONG—Fresh cream. Poon International Ltd. (importer, agent, exporter), 54-56, Queen's Rd. C. WTD 8/67.

203 Canning, preserving foods

20361—SPAIN—Frozen fish, seafood. Mr. Antonio Escobio Gonzalez (agent), Apartado Postal #519, Las Palmas de Gran Canaria. WTD 8/69.

209 Food preparations

20921—SPAIN—Soybean oil, crude and refined. Mr. Antonio Escobio Gonzalez (agent), Apartado Postal #519, Las Palmas de Gran Canaria. WTD 8/69.

20932—SPAIN—Peanut oil, crude and refined. Mr. Antonio Escobio Gonzalez (agent), Apartado Postal #519, Las Palmas de Gran Canaria. WTD 8/69.

221 Broad woven fabric mills, cotton

22116—LEBANON—Cotton upholstery fabrics. PRODIMPEX (Chami & Panayot) (importer, distributor, agent), Khan Tabet, Fakhry Bey St., P.O. Box 2313, Beirut. WTD 8/69.

222 Broad woven fabric mills, manmade fiber, silk

22212—LEBANON—Nylon upholstery, drapery fabrics. PRODIMPEX (Chami & Panayot) (importer, distributor, agent), Khan Tabet, Fakhry Bey St., P.O. Box 2313, Beirut. WTD 8/69.

223 Broad woven fabric mills, wool

22314—LEBANON—Wool upholstery fabrics. PRODIMPEX (Chami & Panayot) (importer, distributor, agent), Khan Tabet, Fakhry Bey St., P.O. Box 2313, Beirut. WTD 8/69.

224 Narrow fabrics, other smallwares mills

22411—GERMANY—Electric insulating materials. Requests price quotations c.i.f. Hamburg. Felten & Guilleaume Dielektra AG. (importer, distributor, manufacturer, exporter), 505 Porz/Rh., Kaiserstrasse 127. WTD 8/69.

225 Knitting mills, products

22540—LEBANON—Men's, boys', and women's knit underwear. PRODIMPEX (Chami & Panayot) (importer, distributor, agent), Khan Tabet, Fakhry Bey St., P.O. Box 2313, Beirut. WTD 8/69.

227 Floor covering mills, products

22710—LEBANON—Woven carpets. PRODIMPEX (Chami & Panayot) (importer, distributor, agent), Khan Tabet, Fakhry Bey St., P.O. Box 2313, Beirut. WTD 8/69.

243 Millwork, veneer, plywood, prefabricated structural wood products

24318 — SWITZERLAND — Prefabricated gymnasium special floors, wood plastic construction EDP plywood double floors with metallic support. Lenzlinger Soehne AG (importer, manufacturer, local assembly), Seestrasse 64, P.O. Box 35, 8610 Uster/ZH. WTD 8/69.

264 Converted paper, paperboard products

26414—SWEDEN—All types of tape, reinforced and laminated, pressure sensitive, doublefaced, all widths, for industrial, other purposes. Koncentra AB (importer, distributor, agent), 7 Tre Liljor, S-104 35 Stockholm. WTD 8/69.

281 Industrial chemicals

28140—NEW ZEALAND—Sixty tons toluene diisocyanate. Hardie Trading Co. (N.Z.) Ltd. (Attn: R. E. Lewis, Chemical Division) (importer, distributor, agent), P.O. Box 7061, Wellington. WTD in preparation.

283 Drugs

28342—SWITZERLAND—Ethical pharmaceutical specialties acting on central nervous system, sense organs. Biochimica AG (importer, distributor, agent), Genferstrasse 24, 8027 Zurich. WTD 9/69.

28343—SWITZERLAND—Ethical pharmaceutical specialties acting on cardiovascular system. Biochimica AG (importer, distributor, agent), Genferstrasse 24, 8027 Zurich. WTD 9/69.

28344—SWITZERLAND—Ethical pharmaceutical specialties acting on respiratory system. Biochimica AG (importer, distributor, agent), Genferstrasse 24, 8027 Zurich. WTD 9/69.

28345—SWITZERLAND—Ethical pharmaceutical specialties acting on digestive or genitourinary system. Biochimica AG (importer, distributor, agent), Genferstrasse 24, 8027 Zurich. WTD 9/69.

28346—SWITZERLAND—Ethical pharmaceutical specialties acting on the skin. Biochimica AG (importer, distributor, agent), Genferstrasse 24, 8027 Zurich. WTD 9/69.

28347—SWITZERLAND—Ethical vitamin, nutrient hematinic preparations. Biochimica AG (importer, distributor, agent), Genferstrasse 24, 8027 Zurich. WTD 9/69.

28348—SWITZERLAND—Ethical pharmaceutical specialties affecting parasitic, infectious diseases. Biochimica AG (importer, distributor, agent), Genferstrasse 24, 8027 Zurich. WTD 9/69.

28349—FRANCE—Veterinary antibiotics and veterinary parasiticides for rabbits, poultry;

cattle, swine, poultry remedies. P.C.V. Provene (manufacturer), 17 rue Marx Dormoy, B.P. 32, 69 Venissieux. WTD 8/69.

28349 — MOZAMBIQUE — Pharmaceutical preparations for veterinary use. Boror Comercial, SARL (Attn: Jules Wassmer, Gen. Mgr.) (importer, agent, shipping agents), 333 Rua do Major Araujo—P.O. Box 4, Lourenco Marques. WTD 8/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28421—FRANCE—Rodendicides: rat killers, flea killers for cats, dogs. P.C.V. Provene (manufacturer), 17 rue Marx Dormoy, B.P. 32, 69 Venissieux. WTD 8/69.

28430 — NORWAY — Chemicals for ships' tank cleaning. Waldm. Ellefsen A/S (agent), Tollbugaten 3, Oslo 1. WTD in preparation.

28430—SWEDEN—Surface active and finishing agents, wetting agents, specialties of fatty alcohol sulfates, dehydration agents, absorbents for fluids or gases. ESANCO Import AB (importer, distributor, agent), 10 Hjarnegatan, S-112 29 Stockholm. WTD in preparation.

28443 — MOROCCO — Liquid hair spray, tonics, rinses, wave set solutions. Correspondence requested in French, Spanish. N.I.S.A. (Novedades Industriales, S.A.) (importer, distributor, manufacturer), 149, Rue de Fes, Tangier. WTD 8/69.

28445—MOROCCO—Creams, cleansing; lip and eye preparations; spray deodorants. Correspondence requested in French, Spanish. N.I.S.A. (Novedades Industriales, S.A.) (importer, manufacturer, agent), 149, Rue de Fes, Tangier. WTD 8/69.

285 Paints, varnishes, lacquers, enamels

28510—SWITZERLAND—Full line of automotive chemicals, polishes, paints, similar products especially for do-it-yourself shops; packaged and in bulk. Peter Goldschmid & Co. AG (manufacturer, agent), Postfach. Feldeggstrasse 5, 8152 Glattbrugg. WTD 1/69.

287 Agricultural chemicals

28710—PAKISTAN—Agricultural fertilizers. Birds Pakistan Agencies Ltd. (importer, distributor, agent), 103 Motijheel Commercial Area, P.O. Box 222, Dacca-2. WTD 7/69.

28790—PAKISTAN—Agricultural pesticides, insecticides. Birds Pakistan Agencies Ltd. (importer, distributor, agent), 103 Motijheel Commercial Area, P.O. Box 222, Dacca-2. WTD 7/69.

289 Chemical products

28993—NORWAY—Anti-corrosion chemicals for ships. Waldm. Ellefsen A/S (agent), Tollbugaten 3, Oslo 1. WTD in preparation.

307 Plastic products

30790—SWITZERLAND—Plastic packaging materials (also soft plastic) for any application, especially novelties in field of disposable garbage bags, similar items for hospitals, etc. Baer AG, Attn: Mr. Haas (manufacturer, agent), Voltastrasse 111, 4000 Basel. WTD 1/69.

323 Glass products

32316—SOUTH AFRICA—Household glassware of all descriptions. M. H. Goldschmidt (Pty.) Ltd. (agent), 84 Longmarket St., Cape Town, Cape Province. WTD 8/69.

335 Rolling, drawing, extruding of nonferrous metals

33577—GERMANY—Copper magnet wire. Requests price quotations c.i.f. Hamburg. Felten & Guilleaume Dielektra AG. (importer, distributor, manufacturer, exporter), 505 Porz/Rh., Kaiserstrasse 127. WTD 8/69.

342 Cutlery, hand tools, general hardware

34231—SWITZERLAND—All mechanics' special hand service tools for repair of automotive gasoline- and diesel-engines, construction machinery, outboard motors. Pfister Reinach AG (importer, distributor, agent), Sonnenbergstrasse 38, 5734 Reinach AG. WTD 8/69.

34291—SPAIN—Hardware, marine. Alcorde, S.A. (distributor, agent), Juan Rejon, 109, Las Palmas de Gran Canaria. WTD 8/69.

34292 — CANADA — Decorative and utility hardware for woodworking industry. Newman Millwork (Canada) Ltd. (manufacturer), 400 Des Meurons St., St. Boniface 6, Manitoba. WTD 4/69.

34294—AUSTRALIA—Builder's hardware. McLean Bros. & Rigg Ltd. (importer, distributor, agent), GPO Box C127, Perth, Western Australia 6001. WTD 8/69.

34294 — SPAIN — Hardware, builders'. Alcorde, S.A. (distributor, agent), Juan Rejon, 109, Las Palmas de Gran Canaria. WTD 8/69.

353 Construction, mining, materials handling machinery, equipment

35314 — VENEZUELA — Cranes, self propelled, on rubber tires, 100 tons capacity. Agency for Caracas, central, western, eastern states of Venezuela. SERVICIOS Tecnomat, C.A. (importer, distributor, agent), Apartado 10294, Calle Branger No. 14, Los Rosales, Caracas. WTD 6/69.

35370—VENEZUELA—Parts, attachments for heavy tractors (road building). Agency for entire country. Jacinto Diaz Co., S.A. (agent), Quinta Ruth, Ave. Codazzi, Seccion Las Palmitas, San Bernardino, Apartado 2372, Caracas. WTD 7/69.

354 Metalworking machinery

35415—SWITZERLAND—High precision lathes. PRECIMA G. Weber (importer, distributor, retailer), Gotthardstrasse 21, 8800 Thalwil. WTD 7/69.

35416—SWITZERLAND—High precision milling machines. PRECIMA G. Weber (importer, distributor, retailer), Gotthardstrasse 21, 8800 Thalwil. WTD 7/69.

35452—SWITZERLAND—Machinists' precision tools for inside diameter, dividers, new inventions. PRECIMA G. Weber (importer, distributor, retailer), Gotthardstrasse 21, 8800 Thalwil. WTD 7/69.

35453—SWITZERLAND—Precision round tables, dividing heads, lathe, drill chucks. PRECIMA G. Weber (importer, distributor, retailer), Gotthardstrasse 21, 8800 Thalwil. WTD 7/69.

35482—NORWAY—Sand blasting equipment for ships' tank cleaning. Waldm. Ellefsen A/S (agent), Tollbugaten 3, Oslo 1. WTD in preparation.

35482 — SWITZERLAND — Power-driven special hand tools for automotive engines, construction machinery, outboard motors. Pfister Reinach AG (importer, distributor, agent), Sonnenbergstrasse 38, 5734 Reinach AG. WTD 8/69.

357 Office, computing, accounting machines

35712—FRANCE—Computers. Appareillage Industriel et Scientifique (AIS) (agent), Les Bruyeres, 69 Bagnols. WTD 9/69.

35733—STOCKHOLM—Computer peripheral equipment. Teleinstrument AB (importer, agent, engineering), 21 Harjedalsgatan, S-162 11 Vallingby. WTD 4/69.

35760 — SWITZERLAND — Bathroom, kitchen and baby scales. Domestic Scale Distribution S.A. (importer, distributor), P.O. Box 336, 1701 Fribourg. WTD 9/69.

358 Service industry machines

35852—SAUDI ARABIA—Air conditioning equipment, self-contained room units, household and commercial units. Mohamed bin Harib Al-ATIBA (AS: Alotaiba) (importer, distributor, agent), P.O. Box 310, Abu Dhabi, Trucial States. WTD in preparation.

35854—VENEZUELA—Compressors for refrigeration equipment. Agency for entire country. Management Services International, C.A. (distributor, agent), Edif. Bella Vista, Oficina 2-A, Ave. Bolivar, No. 134-A, Los Sauces, Valencia, Estado Carabobo. Apartado 606. WTD 5/69.

361 Electric transmission, distribution equipment

36110—SWITZERLAND—Electronic measuring, test and control equipment for research, industrial application. Filmo AG (distributor, agent), Seestrasse 341, 8038 Zurich. WTD 1/69.

36111—FRANCE—Data loggers. Appareillage Industriel et Scientifique (AIS) (agent), Les Bruyeres, 69 Bagnols. WTD 9/69.

36112—BRAZIL—Instruments and apparatus for testing, analyzing, measuring electric circuits (portable, panel-board and graphic). Sudeletro Tecnica Comercial Ltda. (Attn: Hans Jacob) (agent), Avenida Rio Branco 85, 7° andar, Rio de Janeiro, State of Guanabara ZC-21. Caixa Postal 3733, ZC-00. WTD 8/69.

369 Electrical machinery, equipment, supplies

36930 — SWEDEN — Electromedical equipment. Teleinstrument AB (importer, agent, engineering), 21 Harjedalsgatan, S-162 11 Vallingby. WTD 4/69.

371 Motor vehicles, motor vehicle equipment

37141 — VENEZUELA — Automotive spare parts. Agency for entire country. Jacinto Diaz Co., S.A. (agent), Quinta Ruth. Ave. Codazzi, Seccion Las Palmitas, San Bernardino, Apartado 2372, Caracas. WTD 7/69.

381 Engineering, laboratory, scientific, research instruments

38111—SPAIN—Aeronautical, nautical, and navigational instruments; automatic pilots. Laboratories Electronicos Aeronauticos, S.A. (LEASA) (distributor, agent), Avenida de Bruselas, 65, Madrid (2). WTD 8/69.

38112—FRANCE—Laboratory and analytical instruments (laser, nuclearphysics). Appareillage Industriel et Scientifique (AIS) (agent), Les Bruyeres, 69 Bagnols. WTD 9/69.

38112 — SWITZERLAND — Precision electronic scientific test, control and analyzing equipment for laboratories. Silectra, G. Glatz & Co., Attn: Mr. G. Glatz (distributor, agent), Postfach, Seebahnstrasse 109, 8036 Zurich. WTD 8/69.

382 Instruments for measuring, controlling, indicating physical characteristics

38213 — FRANCE — Industrial measurement equipment (vacuum instruments). Appareillage Industriel et Scientifique (AIS) (agent), Les Bruyeres, 69 Bagnols. WTD 9/69.

384 Surgical, medical, dental instruments

38410—MOZAMBIQUE—Veterinary instruments. Boror Comercial, SARL (Attn: Mr. Jules Wassmer, Gen. Mgr.), (importer, distributor, retailer, shipping agents), 333 Rua do Major Araujo—P.O. Box 4, Lourenco Marques. WTD 8/69.

38410—SWEDEN—Surgical and diagnostic instruments; special apparatus within field of surgery, ophthalmology, laryngology, orthopedy, rehabilitation, clinical physiology, radiology, gynecology, urology. AB Kifa (importer, manufacturer, agent), 20 Banvaktsvagen, Fack, S-171 20 Solna. WTD 8/69.

38421—SWEDEN—Elastic bandages, surgical plaster non-allergenic articles manufactured of nonwoven, moist towelettes; surgical dressings of all types. Landstingens Inkopscentral Ekonomisk Forening LIC (importer, distributor, agent), 20 Svetsarvagen, S-171 83 Solna. WTD 8/69.

38430 — VENEZUELA — Dental equipment, supplies. Agency for entire country. Correspondence requested in Spanish. Dental Venezolana C.A. (importer, agent), Ed. Story, Local 1, Peligro a Miguelacho, Apartado 14144, Caracas. WTD 7/69.

386 Photographic equipment, supplies

38615—SWITZERLAND—All types of still and motion picture cameras, projectors, similar equipment. Filmo AG (distributor, agent), Seestrasse 341, 8038 Zurich, Switzerland. WTD 1/69.

Saudi Arabia seeks bids for communication needs

The Deputy Minister, Posts and Telecommunications, Riyadh, has issued a tender for the provision of telegraph office switching equipment.

Bid deadline is Nov. 5.

Tender calls for provision of exchange equipment for introduction of Telex/Gentex switching systems in three transit centers and twelve terminal centers in Saudi Arabia. Turn key offer should include engineering survey, installation and one year's operation.

Copies of tender announcement and specifications are available from the Deputy Minister, Posts and Telecommunications, Riyadh, Saudi Arabia, or on short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: Area Code 202, 967-4823).

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—Armco Steel Corp. of Middletown, Ohio, which has a fabricating and marketing subsidiary in Australia announced a **feasibility study which is expected to lead to the establishment of a large steel manufacturing and coal mining complex** on the N.S.W. coast, near Nowra, 100 miles south of Sydney.

The feasibility study to be conducted by Armco Australia Pty. Ltd. with outside management consultants will take 18 months and will include the investigation of coal reserves, port construction at Jervis Bay, electric power facilities and other essentials to the proposed steel plant. The location selected is on open land off Jervis Bay.

Armco, while not indicating its proposed output, anticipates an investment of $300 million and the employment of a workforce of 3,000 men. Depending on the feasibility survey, construction of the full project will probably require 3-4 years.

BRAZIL—**A supersonic international airport** will be constructed in Cumbica, in the neighborhood of Sao Paulo, according to an announcement by Brigadier General Jose Vaz da Silva, commander of the Brazilian Air Force's Fourth Air Zone.

Cumbica, located approximately 20 km. from downtown Sao Paulo, is presently an air force base. According to current plans, this base would be transferred to the site of the present international Viracopos airport (located near Campinas, approximately 100 km. from Sao Paulo). The location of a supersonic airport in the Sao Paulo area was determined by a recent study conducted by a consortium of local and foreign firms led by Hidroservice Engenharia de Projetos Ltda. associated with the Canadian firms Acres International Ltd. and Parkin Associates Ltd. This airport will be used as an alternate to the new supersonic airport to be constructed in the Rio de Janeiro area, probably at Galeao.

Brigadier Vaz da Silva stated that the new airport will be constructed by Brazilian firms in association with foreign engineering groups. He further indicated that the local business sector would be requested to participate in this project with 49% of the required capital, and that the new airport could be operative within three years.

FINLAND—(Fmk 4.20 equals U.S. $1.00 par value.) The large Finnish civil engineering firm Oy Yleinen Insinooritoimisto (General Engineering, Inc). has been **awarded a contract reportedly worth Fmk 80 million** by the Government of Saudi Arabia. The project, the biggest ever undertaken by a Finnish company abroad, includes the equipping, operation, and maintenance of the waterworks and water supply system for the Saudi Arabian capital Riyadh for a period of five years. Oy Yleinen Insinooritoimisto has previously erected four water purification plants in Saudi Arabia at a cost of Fmk 25 million.

In addition to the basic water distribution equipment, the new contract will cover the purchase of forty passenger cars and jeeps, seven heavy transport trucks, tank trucks, materials handling equipment such as fork lift trucks and cranes, and full repair shop equipment and spare parts. It will also be necessary to provide complete offices and housing for a staff of about fifty Finnish technicians and administrative personnel. While as many subcontracts as possible will be placed with Finnish suppliers, Oy Yleinen Insinooritoimisto will also be looking to companies in other countries, including the United States.

Interested American suppliers may communicate directly with Mr. Tauno Makinen, Managing Director, Oy Yleinen Insinooritoimisto, Tukholmankatu 17, Helsinki 27, Finland.

GERMANY—The **planned new Congress Center and Convention Hall** adjoining the Dammtor railway station on the edge of downtown Hamburg will be combined with a large hotel to be operated by the Hilton Hotels Corporation, Hamburg's Economic Minister Kern announced yesterday.

The general contractor for the whole project costing about DM 200 million will be the Neue Heimat Kommunal, a subsidiary of the Neue Heimat Gemeinnuetzige Wohnungs- und Siedlungs-GmbH. of Hamburg, Germany's largest non-profit housing construction company.

The Congress Center, expected to be the largest in Northern Europe, will be built for the City of Hamburg while the hotel costing about DM 66 million will be owned by another subsidiary of Neue Heimat and operated by Hilton. Construction will start at the end of this year after the plans have been approved by the City Parliament. The project is expected to be finished in early 1973. It will have facilities available in time for the International Horticultural Exhibition taking place in the summer of 1973 in the Planten un Blomen park area which directly adjoins the hotel complex.

The hotel will contain 1052 beds on 28 floors in a tower-like structure with a height of nearly 350 ft. This is the third Hamburg hotel now planned to be built under U.S. direction. The Hotel Corporation of America (HCA) recently announced plans to build a hotel here and Inter-Continental Hotel Corporation intends to erect another close to the HCA project. Both of these will be located on the Alster lake shore within reach of the downtown section. In Germany Hilton already operates hotels in Berlin, Duesseldorf and Mainz.

Esso AG, an affiliate of Standard Oil, New Jersey, is planning to build a **new hotel** on 11,000 sq. meters of currently unimproved land in Bremen's Neue Vahr district near the Bremen autobahns leading to Hamburg, Bremerhaven, Hannover and Osnabrueck. Although details of the design are not yet complete, current plans envisage a motel, which will be seven stories high, a service station, an underground garage and other parking areas. Plans for the structure are being drawn up by the Duesseldorf architectural firm Integral. Construction is scheduled to begin in early 1970.

Approximately 17,000 sq. m. of land adjoining the Esso project will be developed into an apartment house complex by the Bremen real estate firm Grosse and Meyer.

ITALY—As a result of a recent agreement between ENI (Ente Nazionale Idrocarburi) and the Municipal Gas Company of Palermo, the **city is scheduled to convert to natural gas fuel** by May 1970.

Under the agreement, the local gas company will become a distributor of methane produced by ENI. The gas will be piped to the existing Palermo network from its present terminus at Termini Imerese.

There are currently 48,000 domestic subscribers in Palermo, but current plans are to enlarge the network of distribution to meet the needs of new residential construction as well as to market the larger and cheaper gas supply. It is believed that lower rates and the higher caloric content of methane versus the current manufactured gas supply will make the municipal gas company more competitive with bottled gas.

The bottled gas market has expanded considerably, possibly because of the greater reliability factor, in the past decade. Prices for bottled gas, however, increased over 30% six months ago. At present, two out of three households in Palermo use bottled gas. Many of these have city gas facilities in the residence but because of variable pressures, sporadic gas worker strikes and the low cost for bottled gas appliances, prefer the latter.

The new methane distribution plan has been projected to overcome some of the former disadvantages for the municipal gas company. At any rate the appliances of present subscribes will all need conversion and future subscribers will have to buy appliances geared to the methane type fuel.

The gas company states that it will undertake conversion of present gas appliances in use such as stoves, heaters and water heaters. It will procure conversion kit supplies through local dealers.

U.S. firms interested in supplying material may contact the local gas company for technical details at the following address: Azienda Municipzle del Gas 5 Piazza Gassometro 90123 Palermo. Attn: Dott. Prof. Maggiore, Dir. Gen.

A list of Palermo dealers in household appliance items pertinent to gas conversion which was provided by the Palermo Chamber of Commerce is available from the Consumer Products Division, Business and Defense Services Administration, BDSA-623, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-5345).

IVORY COAST—The Government of the Ivory Coast has granted priority status to the Union Carbide Corp. for the building of a **dry-cell battery plant** in Abidjan. Union Carbide will invest over $2 million in the plant which is to have an annual capacity of 110 million cells.

Local materials will be used when practical, but there may be opportunity for U.S. suppliers of equipment and other supplies.

Architectural plans are to be completed soon and calls for construction bids are to be issued in late September. Actual construction is planned to begin in November with actual operation to begin by the fall of 1970.

KENYA—The Ministry of Works, Government of Kenya, has announced that **tenders will be invited on road projects** to be partially financed by World Bank loan. Project details as follows:

a. Feeder roads (Rift Valley), 74 miles bitumen, 25 miles gravel, tender invite October 1969; b. Feeder road (Eastern Province), 35 miles bitumen, 28 miles gravel, tender invite December 1969; c. Feeder road (Western Province), 22 miles bitumen, 82 miles gravel, tender invite March 1970; d. Settlement roads, 366 miles of which approximately 60% will be gravelled, tender invite April 1970; and e. Trunk road, 19 miles bitumen, improvement 16 miles bitumen, tender invite May 1970.

Prospective U.S. contractors should apply for pre-qualification and registration information to N. P. Radier, Chief Engineer (Roads), Ministry of Works, P.O. Box 30260, Nairobi.

MALAYSIA—Sometime after March 1970, international tenders are expected to be invited for the **construction of a new 14 to 15 million dollar port at Kuching, Sarawak.** The new port is designed to service ships of approximately 15,000 tons and handle 1.2 million tons of cargo a year—three times the capacity of the present port facilities. Major exports from Kuching port are rubber and pepper; the total tonnage of imports (consumer goods, commodities, cement, fertilizer, etc.) has been almost five times the export tonnage.

A British company is presently conducting a technical **feasibility study on the construction of a new port at Sibu on the Rejang River.** Sibu is in the heart of Sarawak's timber producing area. A hydrographic study is also presently being conducted in the U.K. on the feasibility of a new port at the mouth of the Baram River on the border with Brunei. This projected port would be the principal outlet for palm oil exports from the large estates now being planted in the Miri-Subis area.

Neither of these two port projects however are expected to be approved for one or more years.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Raphael H. Choulkes, R. H. Choulkes Pty. Ltd., 126 Wellington Parade, East Melbourne, **interested in U.S. safety and security equipment, safety and security movies.** Approx. Sept. 26 via Los Angeles for indefinite stay. c/o U.S. Department of Commerce Los Angeles Field Office. Itinerary: Los Angeles, New York, Wilmington, Delaware, Mansfield, Ohio, Danbury, Conn. WTD in preparation.

CHILE—Maximo Reichberg T., Avicola Panamericana DIMPA and Laboratories Reiser S.A., Santiago, **interested in buying U.S. equipment for automation and packaging of poultry and farming premixes and machinery, tools and dies for manufacture of poultry equipment, and requesting technical information;** will attend poultry convention in New Orleans. Sept. 14 via Miami for one month. c/o AMISA (Associated Manufacturers International), 39 S. LaSalle St., Chicago, Ill. 60603 or c/o A. Newman, 332 Broadway, Lynbrook, L.I., N.Y. Itinerary: Miami, New Orleans, Chicago, Los Angeles, San Francisco, New York, Miami. WTD 12/69.

DENMARK—H. I. Jorgensen, Technical Manager, and Ole Jorgensen, Manager, New Processes Testing, Tulip, 24 Havnegade, DK-7100 Vejle, **interested in latest processing methods and new machinery developed for slicing bacon, latest developments in trimming hams,** both requiring least possible use of manual labor, **new developments in edible artificial sausage casings, the latest developments of meat processing machinery and equipment with labor saving features.** Sept. 20 via New York through Sept. 30. c/o Majesty Ham Import, P.O. Box 1168, Union, N.J. 07083. Itinerary: Wilmington, N.C., Kansas City, Mo., Chicago to attend AMI exhibition at Palmer House. WTD 7/67. under revision.

INDIA—S. Jaipuria, Chairman, and Dr. R. R. Jaipuria, Chief Executive Officer, Swadeshi Cotton Mills Co., Ltd., Swadesh House, Civil Lines, Kanpur, **interested in contacting U.S. suppliers of machinery and equipment for polyester fiber plant, may seek licensing or equity collaboration with suitable U.S. companies and financial assistance from banking institutions for purchase of this equipment.** Sept. 14 via New York for 2-3 weeks. c/o Indian Investment Center, 708 Third Ave., New York, N.Y. 10017. Itinerary: New York, Philadelphia, Chicago, Chattanooga, Dallas, Los Angeles, San Francisco. WTD 8/65 under revision.

ITALY—Rag. Gerolamo Delfino, Partner, Delfer S.n.c. di Persico & Delfino, 22 Via Aosta, 10092 Beinasco (Torino), **interested in agency from U.S. firm for carbide inserts and in exporting firm's own milling cutters.** Sept. 6 via Chicago for 3½ weeks. c/o Italian Consulate General, Commercial Office, 600 Madison Ave., New York, N.Y. Itinerary: Chicago, Detroit, Philadelphia, Pittsburgh, New York, Boston. WTD 8/69.

NETHERLANDS—K. and Jean Heybroek, Jr., representing Jean Heybroek, N.V., 9 Jan Steenlaen, Bilthoven, **interested in garden articles and implements, small garden machinery, items sold in garden centers during the off (winter) season;** not interested in lawn mowers and small garden tractors. Sept. 29 via New York for 18 days. c/o Toro Manufacturing Corp., 8111 Lyndale Ave., S., Minneapolis, Minn. 55420. Itinerary: New York, Chicago, Minneapolis, Clemmons, N.C. WTD 6/69.

NEW ZEALAND—Ian L. Malcolm, Director and General Manager, NEECO Wholesalers Ltd., 282-284 Wakefield St., Wellington, **interested in meeting U.S. manufacturers of electric transmission and distribution equipment and electrical industrial apparatus,** with view of adding new lines to NEECO's list of agencies. Sept. 14 via San Francisco for three weeks. Itinerary: San Francisco c/o St. Francis Hotel, New York c/o St. Regis Sheraton, Boston c/o Lenox Hotel, Cleveland, Indianapolis, Chicago. WTD 6/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

PAKISTAN—Matiur Rahman, Managing Director, Steel Age Corp., 107 Motijheel Commercial Area, Dacca 2, **interested in agency franchises for selling and/or manufacturing U.S. agricultural implements, builders' hardware and venetian blinds in Pakistan on a joint venture basis.** Sept. 5 via Boston for 4-5 weeks. c/o M. H. Khan, 2nd floor, 25 Cedar St., Sommerville, Mass. 02143. Itinerary: Boston, New York, Hoboken, Baltimore, Washington, D.C., Cleveland, Chicago, Los Angeles, San Francisco. WTD 11/67 under revision.

New Books and Reports

INTERNATIONAL MARKETING INFORMATION SERVICE

Latest IMIS reports are:

Exhibitors Export Market Guides *(for Trade Center Shows): Milan, Italy*—Industrial Air Quality Treatment Equipment, March 1-8, 1970, IMIS—69-74. 10 cents.

Tokyo, Japan—Industrial Assembly Equipment and Supplies, Feb. 23-28, 1970, IMIS—69-72. 10 cents.

Stockholm, Sweden—Municipal and Industrial Protection Equipment and Systems, Jan. 21-27, 1970, IMIS—69-77. 10 cents.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

***The Water Problem in France.* From *Conjoncture Economic Digest*, No. 115. Published by Societe Generale, Service Conjoncture—New York Branch. 1969. 4pp. Free.**

This article examines the nature, the causes, and the proposed solutions to the water distribution and pollution problems in France. Although France as a whole has abundant water resources, her distribution system has never been completely satisfactory. This already inadequate distribution system, together with the rapid growth in demand for water by industry, agriculture, and urban areas, portend a water shortage for parts of France in the near future.

The water supply problem *per se* could be cured by implementing modern systems of distribution. However, industrial water pollution has recently reached such proportions that many surface resources are contaminated beyond use. There are three main sources of pollution in France: industry, hydrocarbon fuel wastes from shipping, and urban sewerage. Industrial wastes account for more than two-thirds of the pollution, and these wastes are heaviest in the areas of dense population and inadequate sewerage systems.

Authorities have come to realize the seriousness of France's impending water crisis. The Government recently authorized several special water-policy advisory committees and also new credit agencies to finance local water purification projects. By focusing their attack on the anti-pollution aspects of France's water problem, authorities hope to minimize the ill-effects of poor distribution systems and moreover to head off a trend which severely threatens France's vital water resources.

Write: Societe Generale, Service Conjoncture-New York Branch, Wall Street, New York, N.Y. 10005.

***Big Business in Japanese Politics.* By Chitoshi Yanaga. Published by Yale University Press, New Haven. 1968. 371pp. $8.75.**

The political and economic resurgence of Japan from a war devastated and defeated nation in 1945, to a preeminent world power in the present is the subject of this intensive analysis.

The inscrutable nature of business-government cooperation in Japan while generally cited as a major reason for Japan's dynamic growth is analyzed and explained in terms of elite analysis. Indicated in specific terms are the nature of the relationship which has developed between business and government in Japan, the role of central planning, antitrust developments, investment development and politico-economic decision making.

Set against the historical panoply of Far Eastern developments of the past 25 years, the power bases of Japanese politics and the rationale for the nearly absolute commitment of the country to the application of modern technologies to the cause of economic development are explained.

Write: Yale University Press, 149 York St., New Haven, Conn. 06511.

***Organizing for Latin American Operations.* Published by Business International, New York. 1969. 60pp. $50.**

This research report provides analytical material, actual case studies and organization charts to help business managers plan effective organization for their own firms doing business in Latin America. Key environmental facts that influence corporate patterns of organizing are included.

The case studies show in detail how companies have worked out these problems to suit their special needs. A checklist details factors to be kept in mind in choosing a regional headquarters. Also a series of tables provides comparative information on the cities.

An in depth analysis of a management position that is unique in Latin American operations—the LAFTA coordinator—is presented. The LAFTA coordinator apprises companies of opportunities available and alerts them to possible problem areas.

Write: Business International, 757 Third Ave., New York, N.Y. 10017.

***American-East European Trade.* By Phillip Grub and Karel Holbik. Published by National Press, Inc. 1969. 218pp. $4.95.**

A composite of views, policies, opinions and analyses of a broad spectrum of approaches to place East-West trade within the realm of economic reality.

Forty-four businessmen, economists, legislators and government experts write on controversy, progress and prospects in this book. A supplementary bibliography is included.

Write: National Press, Inc., 128 C St. N.E., Washington, D.C. 20002.

***Jobson's Investment Digest Year Book, 1968.* By R. A. Vagg and M. Cohen. Published by Jobson's Financial Services Pty. Ltd., Sydney. 723pp. $22.50.**

This reference provides detailed information on companies in Australia and New Zealand. The publication contains stock exchange information with rates of commission, a directory of directors, a listing of unit trusts, land trusts, mutual funds and a discussion of the short term money market.

Write: International Publications Service, 303 Park Ave. South, New York, N.Y. 10010.

***Clothing and Footwear. Marketing in Europe. No. 78.* Published by The Economist Intelligence Unit, Ltd. 1969. 19pp. $24.**

Clothing and footwear in Germany and Italy are covered in this trade review for 1966-1968 which examines production, foreign trade, consumer prices, consumption, imports, exports and advertising expenditures. Trends, prospects and forecasts are also discussed.

Write: The Economist Intelligence Unit, Ltd., 60 East 42nd St., New York, N.Y. 10017.

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Calendar *for international traders*

ATLANTA—Sept. 30—Second of seven consecutive Tuesday Export Workshops, Business Administration Bldg., Georgia State College, 6:30-9 p.m. Sponsors: Commerce Field Office, International Trade Assn. of Atlanta in cooperation with Georgia State College.

ATLANTA—Oct. 3—World Trade Council 5th Annual Dinner, Marriott Motor Hotel, 8 p.m. Speaker: David Rockefeller, chairman of the board, Chase Manhattan Bank. Sponsor: Chamber of Commerce.

BALTIMORE—Oct. 8—First of six consecutive Wednesday International Marketing Workshops, University of Baltimore, 7-9 p.m. Sponsors: Commerce Field Office, Maryland Port Authority and REEC in cooperation with University of Baltimore.

BOSTON—Oct. 2—Export Marketing and Promotion Workshop, 505 JFK Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

BOSTON—Oct. 8.—Export Licensing and Controls Workshop, 505 JFK Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

BURLINGTON, IA.—Sept. 29—"Mississippi River Boat Show," Export Workshop Cruise on "The Good Ship Export," 3 p.m. Sponsors: Commerce Field Office, Iowa Development Commission, Burlington Manufacturers' Bureau.

CHICAGO—Sept. 29—Principles and Techniques of Exporting, 1848 La Salle Bank Bldg., 6-8 p.m. Sponsor: International Trade Club of Chicago.

CHICAGO—Oct. 1—International Trade Club of Chicago 50th Anniversary Dinner, Conrad Hilton Hotel, 6 p.m. Speaker: **Maurice H. Stans, Secretary, U.S. Department of Commerce.**

CHICAGO—Oct. 2—Export Seminar, Palmer House. Sponsor: International Financial Executive Institute.

CHICAGO—Oct. 6—Principles and Techniques of Exporting, 1848 La Salle Bank Bldg., 6-8 p.m. Sponsor: International Trade Club of Chicago.

CHICAGO—Oct. 7—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Oct. 8—In-Office Meeting, 1486 New Federal Bldg. Sponsor: Commerce Field Office.

CLEVELAND—Oct. 8—Basic Export Workshop. Sponsor: Commerce Field Office.

DAVENPORT, IA.—Sept. 28—"Mississippi River Boat Show," World Trade Cruise and Seminar on "The Good Ship Export," 6 p.m. Sponsors: Commerce Field Office, REEC, Iowa Development Commission, Chamber of Commerce, Quad City Development Group.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,

International Commerce

BIC-204

U.S. Department of Commerce

Washington, D.C. 20230.

DETROIT—Oct. 7—Export Seminar, 445 Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

FORT MADISON, IA.—Sept. 29—"Mississippi River Boat Show," Reception on board "The Good Ship Export," 6 p.m., followed by World Trade Dinner, Fort Madison Country Club, 7:30 p.m. Sponsors: Commerce Field Office, REEC, Iowa Development Commission, Chamber of Commerce.

HAMBURG, GERMANY—Sept. 29—FCIB International Round Table Conference on Finance, Credit and Collection Problems (11th in a series), Atlantic Hotel, 9 a.m.

HONOLULU—Oct. 15—Export-Import Workshop, 286 Alexander Young Bldg., 10 a.m. Sponsors: Commerce Field Office, SBA.

KING OF PRUSSIA, PA.—Sept. 30—Export Opportunities Fair, Holiday Inn, 11:30 a.m. Sponsor: Philadelphia Electric Co.

LITTLE ROCK, ARK.—Sept. 30—Export Workshop, Union National Bank, luncheon, 12 noon. Sponsors: Commerce Field Office, REEC.

MILWAUKEE—Oct. 2—Milwaukee World Trade Club, monthly meeting, Holiday Inn-Midtown. Speaker: David J. Steinberg, secretary and chief economist, Committee for a National Trade Policy.

MUSCATINE, IA.—Sept. 29—"Mississippi River Boat Show," Export Workshop Breakfast on "The Good Ship Export," 7:30 a.m. Sponsors: Commerce Field Office, REEC, Iowa Development Commission, Muscatine Development Corp., Chamber of Commerce.

NEW YORK—Sept. 23—FCIB Publishers Export Credit Group, Advertising Club, 4 p.m.

NEW YORK—Oct. 6—21st Annual Conference on Asia, "The United States & Asia: Challenges of the '70's," Waldorf-Astoria Hotel. Sponsor: Far East-America Council of Commerce & Industry.

NEW YORK—Oct. 7—FCIB Round Table Conference on Foreign Finance, Credit, Collection & Exchange Problems, Advertising Club, 1:30 p.m. Chairman: Marshall O. Crowley, manager of credits and collections, International General Electric Company.

PHOENIX—Oct. 16—Export Workshop, 5413 Federal Bldg., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC.

ST. LOUIS—Oct. 7—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

SEATTLE—Sept. 30—"Banking and Insurance for Exporters," 8021 Federal Office Bldg., 10 a.m.-12 noon. Sponsor: Commerce Field Office.

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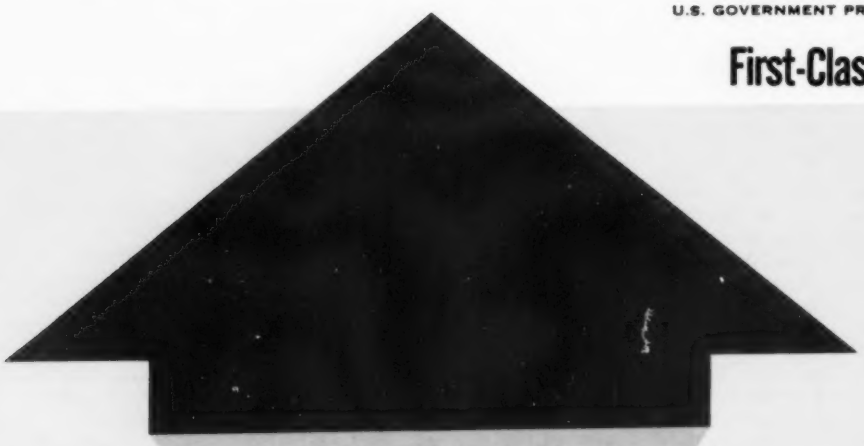

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